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NEW YORK, June 16, 1917

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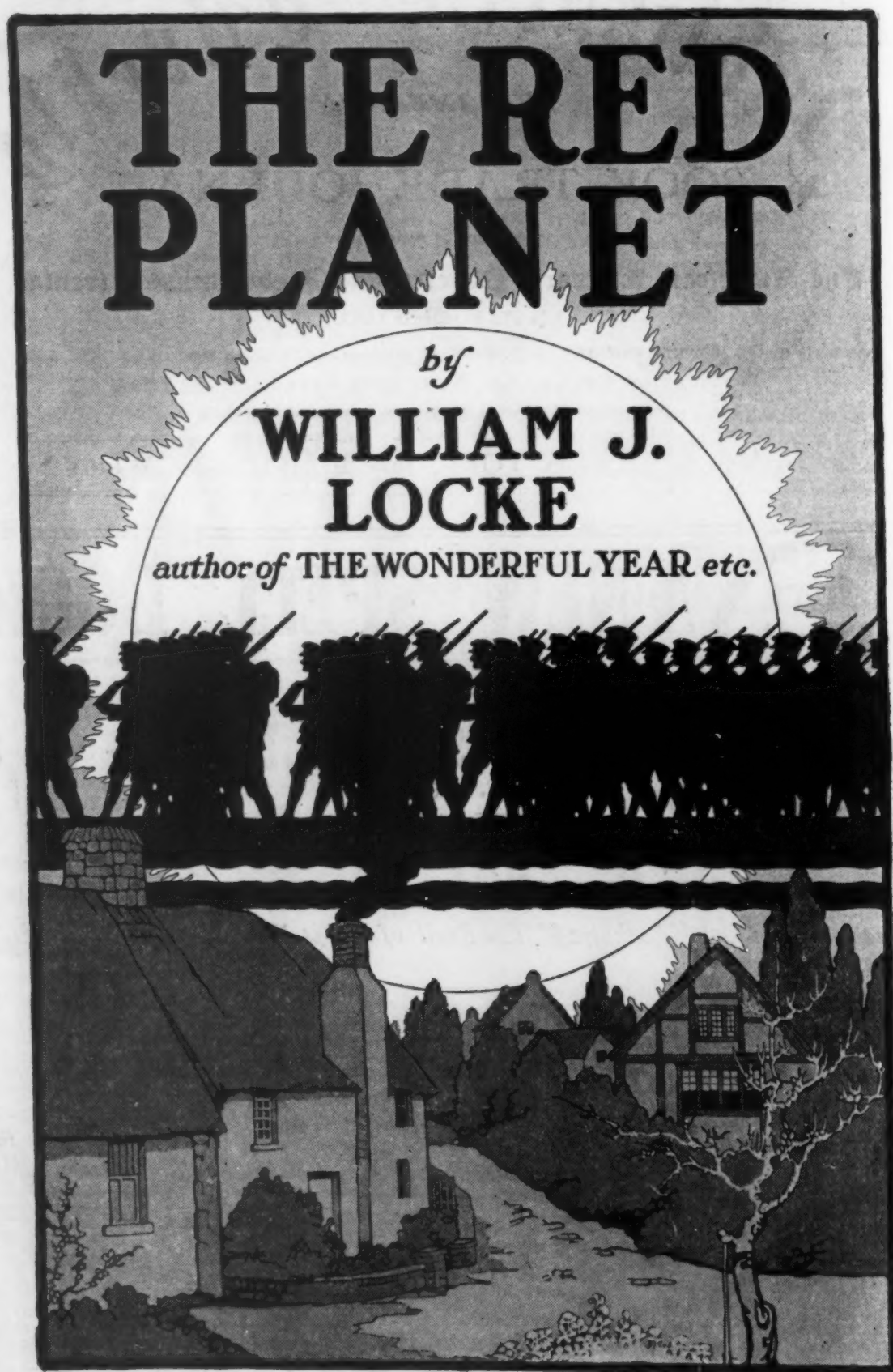
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The Publishers' Weekly

FOUNDED BY F. LEYPOLDT

June 16, 1917

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For subscription and advertising rates see first page of Classified Advertising.

"I hold every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto."—BACON.

IS THE CHEAP BOOK WORTH THE RETAILER'S WHILE?

THE aversion of the bookseller for the cheap book has been exhibited on numerous occasions. Granted, of course, that the book or series is saleable and yields the regular third off, his objection rests solely on the fact that the book is cheap—for, he explains, even if he does get a third off, that is only half the profit he gets on a book selling for twice as much. We recall an instance—and it is by no means unique—of a regular trade series of excellent inexpensive books that appealed both in subject matter and appearance to the regular bookstore clientele yet which bookstore after bookstore fought shy of while drug stores were in some instances turning over these books at the rate of two hundred copies a week.

One can not help speculating as to whether the book-trade of this country isn't making a mistake in playing the game so exclusively for the bigger profit on the individual sale. The goal of the modern merchant is turnover. Cigar and tobacco stores average four to ten turns a year, while one of the most successful stores in a well-known chain is said to turn its stock fifty times. The average grocery store's turnover is ten to a dozen times, tho forty times is not unknown in the best chain grocery units. Candy stores are said to have a turnover of from fifteen to twenty-five times. Individually owned five and ten cent stores turn their stock eight to ten times, while the chain stores average ten to twelve turns. It is of course obvious that a diversified stock of books cannot be expected to have the turnover of a well run grocery. While "Mr. Britling" or "The Plattsburg Manual" may

for a time rival strawberries in season in rapid turnover, the set stock and heavier non-fiction tends to make the bookseller's turnover more like the one and a half times of the jeweler. One of the chief reasons the bookseller puts so much confidence in fiction and usually features it above all the rest of his stock is just because, even tho it is usually a game of trying blindfolded to pin the tail on the donkey, it offers him a good gambler's chance of speeding up his turnover.

Now if the bookseller regards an inexpensive book as merely an individual item on a par in saleability with the rest of his stock, with no more "repeat" pull in it than a book at twice the money, he may well argue that it does not pay to risk diverting the attention of his regular customers to this less expensive stock. And he is right, for were his books all priced at just half their present price and if he sold the same number in a year, his gross sales would be just half what they are at present, and, altho he would be operating on half his present capital, his rent, instead of the 3.9 per cent. found by *System* would be 7.8, his salaries 24.60 instead of 12.30 and so on—with certain minor savings on interest on investment, depreciation and insurance—practically all his present percentages of cost would be doubled, and he would probably go out of business.

Economists tell us that the "consumer's surplus" is the difference between the market value of a commodity and the subjective value of the commodity to the user; in other words, each individual sets up for himself a ratio of exchange between commodities which finds expression in the price he would be willing to pay for any one of them rather than go without it. With all due allowance for imperfections in our present book distributing system, it is painfully evident to a good many people that the subjective value most people place on most books is below the market value. Even well informed, moderately well-to-do people do not ordinarily buy books regularly, very often even when they know of specific titles they want. It is the better than moderately well-to-do people who make up the bulk of the bookselling fringe in this country. The rest go to the public libraries and persistently, in many cases, put behind them the temptation to buy a new book because "it costs too much." It is a truism that the bookbuying saturation point in this country is way down under the horizon—meanwhile millions of books are circulating annually in the public

libraries. It is also a trading axiom that a lower price increases the ratio in favor of a commodity and therefore increases the demand.

Somewhere below the present price charged for books—a price which, it should be remembered, has to compete with the five to thirty-five cent periodical both on a basis of quantity and quality—there is a point at which the sales of books could be greatly multiplied to the mutual profit, we believe, of all concerned. It is possible, for instance, indeed the PUBLISHERS' WEEKLY believes it probable, that if by any means the retail price of all books could be halved, sales of them might be doubled. Even tho this were possible, however, it cannot mean of course a maintenance of the present profit, for, altho some items of expense—such as rent, clerk hire, taxes and depreciation—probably would not be very materially increased, other items of expense—tho apparently minor ones—such as bookkeeping and delivery, would probably rise in almost the same ratio as the total number of items sold.

We do not mean to be misunderstood as considering it possible that book prices can be cut in half, but we do wish to correct what we believe to be a far too prevalent impression in the retail trade that there is necessarily and *per se* no profit in cheap books. Provided the bookseller is given an adequate discount, and the book is one appealing naturally to a wide rather than to a limited clientele, there is almost as much profit in doubled sales of a book at half the price.

The even more important consideration, however, is that the proposition is not one of a single sale, which may or may not be worth the bookseller's while. He should view the sale of a good, cheap book as but the first of a number of sales, and this number of sales may well be worth his while, for they mean not only quick turnover on small investment, but, in more cases than he realizes, the making of new bookbuying customers. Oftener than the average bookseller is aware, the sale of a cheap book is not robbing him of the sale of a more expensive book, but, quite the contrary, creating a new bookbuyer, who would ordinarily not have come to his market at all. In a real sense, the pushing of the sale of a good, cheap book is missionary work, book advertising, an investment of time on which we are confident the bookseller will not lose in the long run.

WE print elsewhere a letter from a representative librarian in protest against Mr. Butler's remarks upon librarians in his paper before the convention of the American Booksellers' Association, reported fully in a recent issue. It was certainly unfortunate, and not at all in the interests of that peace and harmony which Mr. Butler advocates, that such language should have been applied to librarians, either as a class or individually, as that used by him in speaking of them as "economic grafters" and "merchandising degenerates" "acting for their own selfish purpose and gain." It is also unfortunate that Mr. Butler's great services to the bookselling, and incidentally to the publishing, interests should be confused by this extreme attitude toward librarians. The question at issue as between the trade and librarians is one for friendly and not acrimonious discussion, and we regret extremely that booksellers should have been put into an unfortunate relation with librarians by Mr. Butler's utterances. As a matter of fact, many librarians and booksellers in their local relations feel that they are co-workers and not opponents, and the worst offenders as to extreme discounts to libraries have been among booksellers themselves. As to Mr. Bishop's criticism that the PUBLISHERS' WEEKLY should not have printed such remarks, we have to say only that it is the business of this periodical to report, without fear or favor, what the publishing and bookselling trade may say or do or think, so far as it is of public or trade interest, and in this case we were printing verbatim a full report of an important convention, without editorial modification or comment, as we shall and should always do.

WE are indebted to the English Society of Authors for the opinion of their copyright counsel, Mr. E. J. MacGillivray, one of the foremost copyright authorities, for a statement as to present conditions of copyright in England, which confirms the doubt recently expressed by us as to the indirect method of obtaining British copyright thru Canada. As to the publication of books in England, we may note that the British Government has recently advised an American publisher that importation of books in seven-pound packages thru the parcel post will be permitted, presumably in the case of books such as the English authorities are willing to have imported.

IN view of the many demands from various quarters upon publishers for gifts of books for the camps it seems well to repeat that arrangements are in progress for the organization of the supply of books to American soldiers in camps or in the field by the co-ordination of several important agencies. A conference has been held during the week between representatives of the Official Commission on Camp Activity, the Y. M. C. A., the American Library Association and other organizations, and in due time more definite announcement will be made of the plan for the collection and administration of camp and field libraries, and the provision in general of reading for officers and men.

SIMULTANEOUS CANADIAN PUBLICATION OF U. S. BOOKS NOT EFFECTIVE FOR ENGLISH COPYRIGHT, SAYS ENGLISH AUTHORITY

THE PUBLISHERS' WEEKLY has received the following communication from the secretary of the Publishers' Association of Great Britain and Ireland regarding the substitution by American publishers of simultaneous copyright in Canada for simultaneous copyright in England, following the English embargo on imports of books:

"The attention of my Council has been called to an article in your issue of April 14th, entitled 'Copyrighting in England,' together with a copy of a letter sent by Messrs. George J. McLeod, Limited, of Toronto.

"A good deal of misunderstanding seems to exist in regard to the securing of copyright in Great Britain and its various colonies and dependencies, and my Council are of opinion that it would be wise once and for all to put before you the opinion of a leading authority on copyright in this country, Mr. E. J. MacGillivray, which I have pleasure in doing. From this you will see that the procedure proposed in regard to American books in Canada is not effective in regard to the United Kingdom, but that simultaneous publication under the Copyright Act 1911 in Newfoundland, if the book is offered for sale in sufficient quantities to meet the reasonable demands of the public, is effective."

Mr. MacGillivray's statement is as follows:

"George J. McLeod, Ltd., of Toronto, are, in my opinion, offering to secure copyright for American works in England by means which are totally inadequate and ineffectual for that purpose.

"It is reasonably clear that, as the Copyright Acts 1842 and 1886 have been repealed by the Copyright Act 1911, these Acts no longer apply for the purpose of securing copyright in any part of the British Dominions to which the Copyright Act 1911 extends. In such parts of the British Dominions copyright can only be secured by complying with the conditions of the Copyright Act 1911, i. e.,

by first or simultaneous publication within such parts of the British Dominions. The Copyright Act 1911 now extends to all parts of the British Dominions except Canada; and therefore as far as the British Dominions are concerned publication in Canada will secure copyright in Canada only. In my opinion Stationers' Hall ought to be and I believe still is available for the purpose of registration for those who desire to enforce in Canada copyright secured under the Copyright Act 1842. This copyright in Canada can, in my opinion, and contrary to the opinion of the Canadian Counsel who has advised George J. McLeod, Ltd., be secured by first publication in the United Kingdom or any other part of the British Dominions. In short, first publication in England secures copyright throughout the British Dominions including Canada, but first publication in Canada secures copyright in no part of the British Dominions except Canada.

"Delivery of copies of a book at the British Museum and other libraries is not a condition precedent to the securing of copyright. This provision has nothing to do with copyright. Until a book is published in the United Kingdom it is not necessary to deliver copies even altho copyright has been secured by publication in some other part of the British Dominions to which the Copyright Act 1911 extends. If a book is published in the United Kingdom, copies must be delivered whether the book thereby secures copyright or not. The penalty for non-delivery is a fine on the publisher, not loss of copyright.

"With regard to copyright in foreign countries which are Members of the Copyright Union, first publication in Canada will secure copyright under the Berne Convention 1886, but will not secure the benefits of the Revised Convention of Berlin 1908, i. e., the owners of the copyright will not be entitled to be accorded full translating rights, cinematograph rights or mechanical rights.

"Publication of an American or any other work in Newfoundland is just as effective for securing British copyright as publication in England. Publication in Newfoundland will also secure the full benefits of the Revised Convention of Berlin.

"In my opinion copyright cannot be secured by the expedient of posting a few single copies to England and then fulfilling orders by post. I do not think such an 'issue' would satisfy the reasonable requirements of the public within the meaning of Section 35, subs. (3) of the Copyright Act 1911. The present prohibition on importation from America is therefore equivalent to a typesetting clause as far as publication in the United Kingdom is concerned. The possibility, however, of securing copyright by publication in Newfoundland relieves the situation so that the American author has still the advantage over the British author in this respect."

NO MAN ever got nervous prostration pushing his business; you get it only when the business pushes you.

FINDING NEW CUSTOMERS FOR MAILING LISTS

BROADLY SPEAKING, mailing lists may cover the nation, a district, or a locality. Practically, however, there are as many kinds as there are things to sell, ways to sell them, or people to whom they may be sold, says a writer in a recent number of *System*. Out of this broad field I propose to confine this article chiefly to the list of the business man who wishes to cover a single locality. If he is to approach the subject intelligently he should first make a careful analysis of his own business, and determine exactly what he has to sell and to whom there is a chance of his selling it.

The list will naturally divide itself into five groups—regular charge customers, regular cash customers, occasional charge customers, occasional cash customers, and non-customers. The compilation of a list of charge customers is comparatively simple, since all necessary data may be obtained from the books, delivery slips, and information furnished by the clerks. This list is chiefly valuable for special announcements, the establishment of new departments, openings, and general cultivation. As the charge account is usually in the name of the head of the family, while the buying is done by the wife or some other member, care should be taken to have the list contain the name of the person who is likely to make the purchases, rather than to have the latter run the hazard of falling first into the hands of the one who foots the bills.

The list of cash customers presents a more difficult problem. Customers who buy in this way often take away their purchases, leaving neither their names nor addresses. Hence this important field may easily be overlooked. Wherever goods are delivered the delivery slips will furnish the basic information. In other cases the now almost universal custom of making out sales slips may be used by the salesman to learn the name and address of the purchaser without giving offense. If any objection is raised, it can readily be explained that as part of its accounting system the store requires the giving of personal receipts. These lists may be followed up with a view to offering credit accommodations to those who are worthy, thus converting an occasional buyer into a regular customer. Any who are undesirable should, of course, be left off the list.

The real problem arises in reaching members of the last class—those who are not customers. The old reliable method, when making up a mailing list, is to reach for the telephone directory. This has the obvious advantage of selecting those who can afford a telephone. Its weakness, however, lies in the general character of the list and the lack of definite information in regard to the individuals. It also fails to disclose whether there are other members of the family and what their sex, age or condition of life may be. The general circularization of such a list is like firing without aim or target.

Other general sources in common use are club, lodge, and commercial organization rosters, and lists of registered voters, and the specially prepared lists that are furnished by many concerns. These all have a distinct value as a basis, but the merchant who stops with them will find his structure completed only as far as the foundation. Analysis and classification must follow.

Special sources often give even more direct results, and with a little ingenuity they are not difficult to develop.

THESE PLANS HAVE HELPED TO BUILD GOOD MAILING LISTS

One plan that was operated with considerable success thru the country schools was the offer of a free ruler to every pupil. A list of teachers was obtained from the state school commissioner, and thru him the distribution was made. The only requirement was that the pupil should fill out a specially prepared card, giving the name, age and occupation of each member of his family. As the rulers carried an advertisement of the firm, a double purpose was accomplished, and the teachers readily co-operated.

Country school teachers who usually seek other employment during the summer are often available to prepare and check lists, and they can often supply valuable personal information. Doctors, ministers, and township trustees are also available, and will usually furnish information free, or at a comparatively small cost.

The post office regulations forbid the furnishing of rural mail lists; but the county agricultural agents, secretaries of granges, county assessors, and trustees are excellent sources for reliable data. The tax lists of real and personal property, especially when supplemented by the foregoing authorities, will be found of much value.

Marriage licenses, building permits, and real estate transfers furnish lists of special value for dealers in furniture and household supplies, grocers, butchers and the like, and the merchant who is watching his job will not overlook the birth and death notices. Amateur baseball and football leagues supply opportunities for sporting goods and amica; lists of bank directors, automobile owners, carriage licenses, and members of labor unions all have their places in the building up of an effective mailing list.

In many states banks are required to return to the county auditor, or other taxing official, a list of their stockholders, with the number of shares held by each. There are also special publications containing this information. These lists are especially valuable as indicating the financial standing and local influence of the prospect. For an investment banker their value is direct; but for general mercantile purposes they furnish only a basis for development, since they give merely the name of an individual possessing sufficient means to purchase but without any indication as to whether he is married or single, and how many members there are in his family.

WHY IT IS IMPORTANT TO CLASSIFY YOUR LISTS CAREFULLY

This brings up the absolutely essential characteristic of any mailing list—classification. Unless a merchant is willing to spend thought, earnest effort, and some money in developing an intelligent subdivision of his lists, he need expect no more than perfunctory and somewhat doubtful results. A circular designed to quicken interest in gowns for young women would be worse than wasted if sent to a family consisting chiefly of young men. It must be perfectly obvious that bankers should not be circularized for overalls, or workmen for silk underwear. Yet thousands of dollars are wasted annually by merchants in misdirected efforts which are almost as obviously absurd.

The possibilities in correct classification are found in the example of a middle west clothier who desired to give quick stimulus to his business. The ordinary man might have prepared a tasty circular, setting forth his ability to furnish well-fitting clothing for men and boys, and rely upon illustrations, quality, or cut prices to bring in the trade. But this man mixed brains with his mailing list. The customers had been classified, both as to age and personal appearance.

The merchant sent out three letters. One went to the heavyweights and it stated that the store specialized in fitting stout men with ready-to-wear clothing. Another letter went to a second group and pointed out the difficulties encountered by slender men in getting properly fitted, as well as the special facilities the merchant was prepared to offer in this line. The third was a gem intended for "father." It regretted a tendency in men over fifty to become careless about their personal appearance, and delicately suggested they should give even more careful attention to dress than younger men; and it also stated that by this time the head of the family had earned the right to give himself a little more personal attention.

Of course styles, colors and materials needed special consideration, and this particular store had decided to specialize in giving service to various classes of men and he had trained his salesmen for this special service. Every letter had a personal, intimate touch, and made the prospect feel that this was the one particular store prepared to give him individual attention. The results were extraordinary. The percentage of well dressed farmers in that county increased to an amazing degree.

HOW ONE MERCHANT GOT EXCELLENT RESULTS FROM HIS MAILINGS

This illustration teaches a number of lessons. The mailing list should be subdivided for old men, young men, old women, young women and children, with just as much additional data on each one as it is possible to procure. A dealer in ponies and pony carts obtained excellent results by sending letters with illustrated folders directly to the children. At Christmas time separate letters to young women and young men suggesting

Christmas presents for the opposite sexes has been found by experience to be far more effective than the usual "for him" and "for her" circulars.

Subdivision into occupations has special merit, since it permits of a direct appeal on articles within the reach of the recipient. School teachers usually take extended vacations or seek employment during the summer, but one may be interested in summer reading, and another in clothing suitable to camping or hiking. Success comes from getting the right letter to the right person. This does not mean that each individual is to receive a different letter for, fortunately, human interests divide themselves into pretty clearly defined groups reasonably limited in number.

The task of proper classification is not so great as it may seem, since the tendency to procure a vast number of names should be curbed. A mailing list of a thousand or fifteen hundred, properly classified, will usually produce far greater results than one of ten times the number unclassified. The merchant who will lay out a comprehensive plan, start with a limited number of names, and stick to the arrangement, will be surprised to note how rapidly it grows and how naturally it follows the lines that he has laid out for it.

In classifying general lists the evolution may be accomplished by offers similar to that of sending rulers to the school children, offering some small souvenir, sending out return post cards, or by employing a representative to gather the data. A general storekeeper in Indiana takes advantage of the poll tax list and makes a personal visit each year. This enables him to check his list in person at least once a year, and at the same time to meet the people of his county. Of course, he also tests his lists in other ways during the year. He has fifteen hundred names, well classified, and regards his "tax trip" as a kind of vacation trip.

Accuracy is another element of extreme importance. It is a rather formidable problem because of the frequent changes of address, and the difficulty of getting up-to-date information. But accuracy is important since delays are caused thru forwarding, and the mail itself is regarded with less interest when the envelope bears the marks of having gone thru this process. A man who held a public office a number of years ago tells me that he still receives a considerable amount of mail addressed to him with his former title, and forwarded from the city hall. He regards this as evidence that the letter is not important, and may throw it into the waste basket unopened.

Of course the ordinary way to meet this situation is to check up the list with the late directories, but even these are not always accurate. Corner cards on envelopes may be used effectively to bring back replies from postmasters. One concern, for instance, uses this notice:

If not delivered in ten days Postmaster please send card notice, form 3540, to P. I. Brown and Company, 7 South Water Street, Chicago, in accordance with

section 637, paragraph 5a postal laws and regulations, 1913. Return postage guaranteed.

Envelopes should be watched and return postals are often effective, particularly if there is an offer of some sample or small souvenir. Inaccuracies in names are particularly annoying. A man is either insulted or amused to receive a strongly personal letter with his name so badly misspelled that only the correct address enabled it to reach him at all. Persons who have a peculiar way of spelling their names are frequently sensitive if this is overlooked. A prominent United States judge, with a rather usual name ending in "or" spelled his with "er," and regarded the letter "o" when used either in correspondence or in newspaper articles as a personal affront.

A very common piece of carelessness is that of duplication. Letters are sent out direct, or thru addressing companies, from the rosters of local clubs or organizations, and men belonging to more than one receive duplicates. This, of course, destroys the personal touch, and may be worse than not writing at all. How to get rid of the "dead wood" is one of the big problems confronting the man who uses a mailing list. This subject suggests some analysis. In a real mailing list—theoretically at least—the dead wood should be limited to those who have actually died, or have moved away, or to such as may have become no longer possible or desirable as customers. Just because your letters or circulars are not being answered does not prove that the recipient is a "dead one." Perhaps insofar as this case is concerned you are the "dead one," since your efforts are not reaching the spot. It may be that there is something wrong in the classification or the appeal, or in your method of reaching the individual. Bear in mind that mailing list work is not successfully completed until the letter is in the hands of the prospect, and not then until he has read it and been inspired to buy.

KEEPING YOUR LETTERS OUT OF THE WASTE BASKET

The natural tendency of all circular matter is to travel directly from the desk to the waste basket, and perhaps the most difficult problem of the whole mailing list operation is to divert this course and arrest the mail in the hands of the recipient. If this is not accomplished, the entire effort has been lost.

The kind of envelope, style of type used in addressing, length of the letter, number of enclosures, all have an important bearing, and the utmost ingenuity will be taxed to procure this one result of having the letter opened and read. If mail order workers would devote a little more attention to this feature there would be less dead wood to be considered in the mailing lists, and much reduction in wasted postage.

Many firms have discarded one cent postage entirely. Others use plain envelopes exclusively. A large eastern publishing house is having its circular letters addressed in long

hand. Consider these things in pruning your mailing list, and be not too ready with post mortems. It is an easy matter to throw out cards from your index and pronounce them dead, but it is far more important to your business to try to quicken them into vitality. Try the plain envelope or a different style of letter before relegating them to the scrap pile. Try out the list with a special letter signed by the president or someone whose signature your prospects are not accustomed to see.

HERE'S A PROOF THAT IT PAYS TO "KEEP TRYING"

A grain merchant tells of a prospect who had been on his mailing list for years, and had never even nibbled. As a last resort, before taking him off, the merchant wired him a night letter. The previous years of cultivation then bore fruit, and the "dead one" has become one of his best customers.

The method of keeping lists scarcely bears argument. The card index plan has so many advantages for classification, re-handling, and the preservation of special data, as well as mechanical convenience, that one might expect it to be generally accepted. Nevertheless, there are a surprising number who still keep their lists on typewritten sheets, which are rolled up and pigeonholed when not in use. The handicaps offered by this system to revision, classification, and the addition of names are such as to make it doubtful if such lists are worth the effort and expense put into them.

There are few lines of business where a well ordered mailing list is not an important asset, provided its owner is willing to put into it as much intelligent consideration as he gives to his personal sales. This means visualization, classification, accuracy and ingenuity.

ENGLISH BOOKSELLERS HOLD ANNUAL MEETING

THE Associated Booksellers of Great Britain and Ireland held their annual meeting in London on May 10. Like their American *confrères* the English dealers are giving considerable attention to the problem of library discounts. Judging from the annual address of the president, the English trade in its various branches puts the matter squarely "up to the publishers," the prevailing attitude being that nobody is particularly in favor of discounts and nearly everybody would welcome a minimum discount provided the publishers will fix that minimum and stand back of the distributors in maintaining it. Altho the publishers in England are well organized the retailers have not been able to get them to agree to conferences on trade matters. "As a result," according to the chairman of the Booksellers' Council, "trading conditions to-day were in a more chaotic condition than ever before. Moreover, the publishers had not given a single valid reason for their objection to meeting them." Hope was expressed for the future, however, because one of the first acts of Mr. Meredith, the recently elected president of the Publishers' Association, was to express to the booksellers a

desire to know their wishes in regard to certain trade matters.

Great gratification was expressed in the convention over the increasing proportion of net books published each year, as revealed by the following table:

	Subject.			Net		
	Books.	Tl. Pub. Price.	Books.	Tl. Pub. Price.	Books.	Tl. Pub. Price.
		£ s. d.		£ s. d.		£ s. d.
1901.....	5675	1211 8 7	2322	983 3 4		
1902.....	6091	1239 10 11½	3050	1247 15 10½		
1903.....	5198	951 6 10½	3581	1567 11 3		
1904.....	5382	994 5 11	4303	1550 19 5		
1905.....	5621	847 18 6½	4617	1480 12 8		
1906.....	5843	814 2 1	5136	1646 18 7		
1907.....	4926	872 17 5½	5426	1643 14 0		
1908.....	4215	791 0 7	5658	1718 4 10		
1909.....	4688	757 2 0½	5607	1653 1 0		
1910.....	4255	691 2 7	6071	1776 7 3		
1911.....	3729	742 8 3	6185	1817 19 7		
1912.....	3182	652 4 7	7091	1953 17 5½		
1913.....	3263	607 5 1½	6796	1986 17 5½		
1914.....	3944	580 0 5½	6650	1733 11 1½		
1915.....	3357	494 8 10	5803	1359 4 6		
1916.....	2078	341 14 5	6140	1382 13 10		

Thirty-two English publishers now issue only net books.

The greatest difficulty in connection with subject, or non-net, books during the past year has been in the matter of standardizing the price of 6s. fiction at 5s., as recommended by the Council. The dealers in certain localities have been very persistent in holding out for 4s. 6d., but the president announced that at the present time, except for one or two dealers, these books are everywhere 5s. The Council also took under advisement during the year the question of charging the full price for all subject books and it was decided to charge full price up to 2s. and on books above 2s. at 2d. off in the shilling.

During the past year the Government took over the official publications of the Stationery Office, and in part thru the action of the president of the Booksellers' Association, made these publications net and arranged to furnish them to the trade at regular trade terms. A further point of interest in this connection is that the Controller has decided that all institutions—public libraries and the like—which hitherto have been supplied at a discount with Government publications, will in future have to pay full price. Not only are public institutions charged full price, but they must get the publications in the towns to which they belonged.

Mr. Keay was re-elected president for the coming year, Mr. F. Hanson treasurer and Mr. Edwin Pearce, secretary.

SELLING BOOKS TO THE CHILDREN OF THE RICH

THE proposed removal in the fall of Miss Josephine Emerson's Child-Lore Book Room from its present location in 47th Street near Fifth Avenue, New York, calls attention anew to this interesting venture in selling worth while books to children of well-to-do parents. The Child-Lore Book Room is in reality a by-product, and its genesis is interesting.

Miss Emerson is the head of the Open-Air School for Girls and Boys in New York City, one of the metropolitan private schools which are endeavoring to turn out healthy,

well-rounded children despite the handicaps of city life and in some cases of wealth. The school accepts children from four to twelve years of age, gives them careful academic work in the mornings, manual training, fine arts and nature study in the afternoons, and turns them out at the age of twelve equipped to enter any college preparatory school. Incidentally, to give an idea of the type of children attending the school, tuition is four hundred dollars a year and most of the "young hopefuls" come to school in motor cars.

Miss Emerson was impressed with the haphazard character of the reading done by these children. Their parents would not allow them to use the soiled books in the public libraries, and while they had ample money to buy for their children any books they might want or need, they did not know what books to buy and the result was that many of the children read a potpourri of good, bad and indifferent books or often little or no books at all. The first move toward the Child-Lore Book Room was the establishment at the school of a circulating library of worth while juveniles for the use of which the children paid five dollars a year. Then the plan was tried of having Christmas book exhibits at which orders were taken from the parents of pupils. Finally, three years ago, the present experiment of a separate book-shop was begun.

The Child-Lore Book Room still holds to the original ideal with which it began, an ideal of service rather than of money making. In part owing to this very fact, in part because such a venture is necessarily slow, and in part due to the fact that Miss Emerson has been too busy with her school to give it much more than the odds and ends of her time, the Book Room has not proved a gold mine, yet. It is in no sense endowed and is at present paying its own way with a mite to spare—which, under the circumstances, is not at all discreditable with an annual rent of a thousand dollars.

The Book Room is a good example of the sort of shop that depends on word of mouth commendation of service rendered for its clientele. The nucleus of the shop's clientele, the pupils of the Open-Air School for Girls and Boys, includes only twenty to thirty families. The mailing list of the shop now numbers approximately four thousand families. The only organized publicity attempted has been a half inch classified ad. in *Vogue* which has brought in a bare hundred or so names in the course of a year. The rest of the list of four thousand have come mainly thru "a friend" or "a friend of a friend" and nearly all of them live in New York or its immediate vicinity. The Book Room issues a little fourteen page catalog and every four or five months a special list of books on some particular subject.

One interesting source of the shop's trade is the other private schools of New York: Miss Emerson has taken her knowledge of children's books to teachers in these schools who realize the needs of their chil-

dren, and between them they have made out recommended lists of books for the children of each grade. Several schools are now issuing these lists to their pupils with a note at the bottom that they may be had at the Child-Lore Book Room. It is not at all unusual for these lists of eighteen or twenty books for summer reading to be sent to the shop with four-fifths of the titles checked by a single parent.

This raises another interesting point: the Book Room focuses its attack on the parent. The experiment of sending out letters to the children has been tried out but with only fair results. As a rule it is the parents themselves who come to the Book Room, and usually unaccompanied by children. In fact, practically no effort has been made to make the room itself attractive to children. Parents often make appointments with Miss Emerson to consult over their children's reading, much as one would make an appointment with one's physician to see about Percival's or Angeline's tonsils.

Stock is selected with the utmost care, with particular emphasis on standard collections of fairy tales, mythology, etc., in their original uncut, unadapted form. Miss Emerson reads enough of each book to judge its worth and not over ten new books (not new editions) gain admission to the stock each year. About a thousand books are carried in stock this time of year, tho this number is doubled and trebled around Christmas time.

Up to now fully one half of the sales for the ten months the Book Room is open (September thru June) have come at Christmas time. Next come, perhaps, the sales at school closing time when parents are stocking up their children for the summer.

The Open-Air School for Girls and Boys will remove this fall to a new home at 120 East Sixty-fourth Street and the Book Room will be removed to the same location.

TRADE COMMISSION RECOMMENDS GOVERNMENT CONTROL OF PAPER MILLS

In a report submitted to the Senate on Wednesday the Federal Trade Commission recommended legislation for pooling all paper and pulp in the hands of a Federal agency for distribution at a price based upon cost of production plus a fair profit. This is the latest development in the investigation instituted by order of the Senate in April of last year. A preliminary report was issued on March 3 of this year, and following the failure of the effort on the part of the Commission to bring about a working price agreement among manufacturers of newsprint, indictments are now pending against four of these manufacturers.

The Trade Commission frankly confesses the breakdown of this attempted arbitration in its completed report of Wednesday. The newsprint situation is pronounced "very serious" and the commission "has reason to believe this situation will be still more aggravated and serious in the ensuing months."

The following preliminary summary of the Commission's report on the book paper industry was issued by authority of the Commission:

"There were in 1916 approximately forty companies operating seventy mills the bulk of whose output was book paper and a number of other mills which manufactured some book paper in addition to the various other grades. The output of the principal book paper mills in 1916 probably aggregated more than 1,000,000 tons, valued at more than \$87,000,000.

"During 1916 the prices of different grades of book paper showed large increases over those for the preceding year. Contracts made by twenty-three manufacturers in the last half of 1916 on the average were 84 per cent. higher for machine finish, 66 per cent. higher for supercalendered, and 65 per cent. higher for coated book than in 1915. The percentages of increase in current prices, except on coated paper for sales to publishers in several large centers, were even higher.

"The average cost of manufacture of forty-one principal book paper mills for the year 1916 was \$7.79 per ton higher than for 1915, the increase in particular mills ranging from less than \$2 per ton in several cases to more than \$20 per ton in the most extreme cases. Costs were rising thruout the year, however, so that for the first quarter of 1917 they were very much higher on the average than for the year 1916. In general, the increase in cost was greater for the mills purchasing their pulp than for those producing it.

"The average profits per ton of forty-one principal book paper mills were 100 per cent. higher in 1916 than for the preceding year. In some mills there was no increase in profits, while in others the increase was very large, the relation of profits for the two years depending upon the proportion of the total output of each mill sold under the old contracts at normal prices. The profits for the first quarter of 1917 were generally much higher than for 1916.

"The margins of profit of paper jobbers on book paper sales were generally much larger in 1916 than in 1915. The average increase on current sales of machine finish book paper for the principal New York jobbers was 200 per cent., and for Boston jobbers 343 per cent.

"The domestic production of book paper was nearly 20 per cent. greater in 1916 than 1915, but domestic consumption and exports increased so rapidly that stocks declined. Imports, which have never been large enough to be a factor, are now practically nothing.

"The volume of advertising and the circulation of the principal publications of the country using book paper showed a large increase in 1916 over 1915.

"Twenty-three important book paper companies, producing from 75 to 80 per cent. of the total domestic output of book paper, are members of a statistical bureau of which Charles F. Moore of New York City is secretary.

"The concerted activities of the book paper manufacturers, with the effect thereof upon

the prices charged in 1916 and 1917, have been investigated, and the commission is considering the institution of a proceeding directed against certain practices which appear to exist in the industry."

In view of the paper situation the Commission makes the following recommendations to the Senate:

(1) That all mills producing and all agencies distributing print paper and mechanical and chemical pulp in the United States be operated on Government account; that these products be pooled in the hands of a Government agency and equitably distributed at a price based upon cost of production and distribution, plus a fair profit a ton.

(2) That some Federal agency be empowered to assume control thereof during the pendency of the war.

(3) That by reason of the fact that approximately 75 per cent. of the production of newsprint paper in Canada comes into the United States, proper action be taken to secure the co-operation of the Canadian Government.

(4) That in case the Canadian Government shall not join in such a co-operative enterprise, then importation of paper and mechanical and chemical pulp into the United States shall be made only on Government account to or thru the Federal agency charged with such supervision.

HOW THE ST. PAUL BOOK & STATIONERY CO. HANDLES MAIL ORDERS

It is oftentimes hard enough to handle a customer satisfactorily face to face over the counter, but when all that connects customer and dealer is a letter the problem is considerably more ticklish. The chance for mistakes, misunderstandings and delays is not only increased but with the mail order customer a trivial mistake may mean the loss of considerable business, for, after all, as long as he is ordering by mail there is much less reason for his ordering of one particular store than there is for the over-the-counter customer's stopping in a well-known local store. In selling books, when it is in many cases only too easy to go right over the head of the retailer to headquarters, to the fresh stock of the metropolitan publisher with all the glamour that dealing direct with a big publisher has to many people, the importance of the correct handling of mail order business is greatly increased. Take every precaution against mistakes, but if they occur, rectify them to the customer's entire satisfaction as quickly as possible and look for the cause afterwards is the motto of the St. Paul Book & Stationery Co. in the handling of this class of business, according to the following description of their methods by C. H. Slocum, president of the Company, in a recent issue of *System*.

When an order is received an acknowledgment card goes out immediately, according to Mr. Slocum. The order is then sent to the cashier, where it passes thru the register, coming out stamped with the order number, and the nature and amount of remittance, or

marked "charge." Charge orders go thru the credit department for an O. K.

These orders are then typewritten in duplicate, entered on the customer's card and passed on to the department that is to fill them. The entry on the card is transferred to the order book in its proper division. As soon as the order is filled it is checked by the man responsible for it in the department and again checked by the order-checkers in the shipping room. The man who does the packing must also check each order as he prepares it for shipment.

This system sounds somewhat cumbersome and complicated, but it is really simple and swift in operation. When the order is received in the department where it is to be filled it is not only typewritten but is accompanied by an envelope addressed to the consignee, and a typewritten address paster made out and ready to be attached to the package. As soon as the order is filled and made ready for shipment the original copy goes into the envelope and is mailed. This serves as a notice to the customer that the goods were shipped. The duplicate copy goes to the office and is filed. With this checking system there are few mistakes. We keep a constant watch to see that orders are not held up anywhere along the line. Under ordinary conditions, orders of medium size or single items received in the morning are shipped the same day.

Adjusting complaints is not a hard matter. In fact, there is only one way to adjust a complaint and that is to the complete satisfaction of your customer. Just because we receive what we consider an unreasonable complaint is no reason why we should not adjust it satisfactorily. Here is an actual case that might be considered unreasonable. We sold a bubbling fountain to a school in a neighboring state late last winter. It was installed and used during the spring term. This last winter the fountain received no attention and became rusted. When school opened this fall the bubbler refused to work. The superintendent of the school wrote us and said that inasmuch as this fountain was new he felt it was up to us to make good on it. We immediately asked him to send in the bubbler, telling him that if it could not be fixed we would replace it at once. The condition of the bubbler told us the story. We sent a new one.

In book shipments shortages often occur. An order of books sent to a school or library is often reported short. When these reports come in, a "show me" is started on its way thru the various departments. It is seldom that we find an actual shortage in our shipment. Of course, we sometimes make mistakes. Usually this is what happens. While the books are being unpacked a teacher or an assistant librarian comes along and picks up a book. Perhaps he will read it and put it down where it is not found when the shipment is checked. We send the missing book, prepay the postage, and write a letter suggesting that if found the copy be returned. In

the course of a few days our book usually comes back. Whether it does or not, the customer is satisfied, which is the most important point.

DODD, MEAD & CO. TO MOVE

DODD, MEAD & Co., who now occupy the first two floors and basement in their own building at 443-449 Fourth Avenue, will move about July 1 to the tenth and eleventh floors of the same building, having leased their present location to a firm of linen merchants. The stock, now stored in the basement, will be removed to 36-42 West Twenty-fourth Street where some 7000 feet of space were rented by them this week.

THE ROLL OF HONOR

Following is a partial list of those in the retail bookselling field who are in military service or awaiting war orders:

Arnold, Walter F. (McClurg), *Navy*.
Austin, W. P. (Whitlock's, New Haven), *R. O. T. C.*
Bacon, Howard (Scrantom, Wetmore & Co.).
Becker, William (Scrantom, Wetmore & Co.).
Bennett, Frank J. (Amer. News Co.), *Private, 14th Regt., N. Y. N. G.*
Black, H. N. (Whitlock's, New Haven), *Reserve Officers' Training Corps, California*.
Blackwell, Harry A. (Blackwell-Wielandy Co.), *Amer. Red Cross Unit in France*.
Brantl, A. (Baker & Taylor), *Navy*.
Breen, W. P. (Woodward & Lothrop), *Sargeant, Aviation Corps, San Antonio, Tex.*
Brewster, B. Y. (Whitlock's, New Haven), *R. O. T. C.*
Brown, Russel E. (The Tuttle Co.), *1st Vt. Inf.*
Burket, Harold (Blackwell-Wielandy Co.), *Cavalry, Ft. Sheridan, Wyo.*
Clancy, John A. (McClurg), *Navy, U. S. S. Indiana*.
Clarke, W. B. (W. B. Clarke Co.), *Mass. State Defense Battalion*.
Clute, D. Vedder (Union Book Co., Schenectady), *Machine Gun, 2d Regiment, N. G. N. Y.*
Coltenburg, Grant (Lowman & Hanford Co.).
Connor, Leo (Wanamaker's, Phila.).
Cooper, H. M. (McClurg), *Hospital Unit*.
Corey, Sanford (Loring, Short & Harmon).
Crowell, M. F. (Whitlock's, New Haven), *22d U. S. Infantry*.
Cummins, Bernard (Stewart & Co., Balt.)
Dagnall, Charles E. (Adams Bookstore, Fall River), *Mass. State Guards*.
Daly, Edward (Allen Bk. & Pr. Co., Troy), *2d Regiment, N. G. N. Y.*
Eggert, Clarence (Scrantom, Wetmore & Co.).
Essman, H. (Baker & Taylor), *71st Regiment, N. Y. N. G.*
Everett, E. (Whitlock's, New Haven), *R. O. T. C.*
Field, Rowland L. (Dutton), *Columbia Univ. War Hospital*.
Foley, J. (Baker & Taylor), *Navy*.
Gerhardt, Christian, New York, *Commission Officers' Reserve*.
Grabau, Harry (Presb. Board, N. Y. C.).

Grant, Donald C. (Grant's Book Shop, Utica), *5th Royal Highlanders, a Canadian Regiment in Europe*.
Grant, John W. (Grant's, Utica), *Naval Training School, Boston*.
Greene, Warren I. (Lauriat Co.), *U. S. Naval Reserve*.
Hanford, Lauren (Lowman & Hanford Co.), *2d Lieutenant, Officers' Reserve*.
Hansen, Berger (Henry Malkan, N. Y.), *2d Field Artillery, Battery B, N. Y. N. G.*
Harper, George (Stewart & Co., Balt.).
Heir, Robert (Meth. Bk. Concern, Chic.).
Henson, S. J. (Lester Book & Stationery Co.).
Holmes, Herbert (McClurg), *Hospital Unit in France*.
Howes, H. Wright (Powner's Book Store, Chic.), *Officers' Reserve Training Camp, Ft. Sheridan*.
Hubeli, Harry W. (Blackwell-Wielandy Co.), *Officers' Reserve*.
Ingram, H. (Baker & Taylor), *Battery F, 2d N. Y. Field Artillery*.
Jackson, William T. (Hunter & Co., Richmond).
Jones, F. (Baker & Taylor), *Battery F, 2d N. Y. Field Artillery*.
Kelley, Francis A. (Amer. News Co.), *Home Defense League, N. Y.*
Klemke, Edward (Amer. Baptist Pub. Soc., Chic.), *Marines*.
Lamb, Paul (Lowman & Hanford Co.), *Corporal, Wash, N. G.*
Lange, W. H. (Dutton), *Motor Cycle Unit*.
Lawlor, E. (Baker & Taylor), *71st Regiment, N. Y. N. G.*
McClurg, Ogden T. (McClurg), *Lieutenant Commander, U. S. Naval Reserves*.
McCoun, Charles A. (Amer. News Co.), *Home Defense League, N. J.*
Martensen, C. C. (Blackwell-Wielandy Co.), *Officers' Reserve*.
Meyer, John (McClurg), *Navy, U. S. S. Birmingham*.
Miller, Harold F. (Davis & Banister), *Corporal, 2d Mass.*
Miller, Rupert G. (L. B. Herr & Son), *Machine Gun Company, 4th Regt., Penn. N. G.*
Moore, Clifford B. (Lowman & Hanford Co.).
Morehead, Joseph (Wanamaker's, Phila.).
Moseley, A. (Baker & Taylor), *Battery B, 2d N. Y. Field Artillery*.
Murdick, Robert (Whitlock's, New Haven), *Naval Coast Defense*.
Murphy, Clarence (Loring, Short & Harmon).
Myers, D. M. (Woodward & Lothrop), *Lieutenant, Officers' Reserve Corps, Ft. Myer, Va.*
Nagle, George (Lowman & Hanford Co.).
Nash, J. (Baker & Taylor), *71st Regiment, N. Y. N. G.*
Nicklin, John (McDevitt-Wilson's), *47th N. Y. N. G.*
Noakes, Clarence (Scrantom, Wetmore & Co.).
Norris, Edward Holmes (Baltimore News Co.), *Maryland Naval Reserves*.
Norton, Kenneth C. (Loring, Short & Harmon).
Oliver, Harry (Lowman & Hanford Co.).

O'Neill, J. L. (Lester Bk. & Stationery Co.).
 Owen, George (Blackwell-Wielandy Co.),
Navy Yard, Va.
 Pettus, Eugene (Blackwell-Wielandy Co.),
Red Cross.
 Petts, H. F. (Dutton), *Aviation.*
 Ratz, Raymond (Blackwell-Wielandy Co.),
1st Missouri N. G.
 Richards, Amos (Lowman & Hanford Co.).
 Rowland, N. S. (Whitlock's, New Haven),
R. O. T. C.
 Rumpz, John (McClurg), *Navy.*
 Russell, Harrison L. (Loring, Short & Har-
 mon).
 Sanford, C. T. (Baker & Taylor), *8th N. Y.*
Coast Defense.
 Sawyer, George E. (Lauriat), *Sergeant, 1st*
Mass. Signal Corps.
 Seabury, A. H. (Whitlock's, New Haven),
Plattsburg.
 Shanahan, V. J. (Baker & Taylor), *Battery*
F, 2d N. Y. Field Artillery.
 Sisson, Earl E. (Lowman & Hanford Co.),
Q. M. D.
 Smith, Carl (Lowman & Hanford Co.).
 Smith, Cordell (Blackwell-Wielandy Co.),
5th Missouri N. G.
 Smith, Henry C. (Dutton), *War Hospital*
Unit.
 Stewart, Raymond (McClurg), *Illinois N. G.*
 Stubbs, F. B. (Whitlock's, New Haven),
R. O. T. C.
 Toksvig, Frithjof (Allen Bk. & Pr. Co.,
 Troy), *10th N. Y. N. G.*
 Walker, J. M. (Lester Bk. & Stat. Co.).
 Weinberg, Herbert (Teolin Pillot Co.), *Reg-*
ular Army.
 Welch, Harry (Stewart & Co., Balt.).
 Wells, L. H. (Powers Merc. Co.), *Sheriff's*
Reserves.
 Williams, Edgar (Scrantom, Wetmore & Co.).
 Wood, R. A. (Lester Bk. & Stat. Co.).

The following additions to the list of publishers and employees in publishing houses have been received:

Baker, F. (McGraw-Hill), *Officers' Reserve*
Corps, Ft. Myer.
 Duflocq, J. M. ((McGraw-Hill), *Officers'*
Reserve Corps, Plattsburg.
 Gilland, Henry Gibbes (Appleton), *Princeton*
Ambulance Corps.
 Jess, W. H. (McGraw-Hill), *1st Regiment,*
N. Y. Engineers.
 Lewis, E. W. (McGraw-Hill), *U. S. Naval*
Reserve.
 McCarthy, Thomas J. (Moffat, Yard), *69th*
N. Y. Infantry.

POSTAL NOTES

INSURANCE TAGS ON PARCEL POST PACK- AGES DISCONTINUED

ON and after July 1 the use of insurance tags on insured parcel post packages will be discontinued. Senders will be given receipts for insured parcels as heretofore but will not be required to fill out and attach tags to the parcels.

COMMUNICATION

MR. BUTLER'S PAPER UNFAIR TO LIBRA- RIANS

Ann Arbor, Mich., June 5, 1917.

Editor THE PUBLISHERS' WEEKLY:

It does not seem to me that such a slander upon librarians as is contained in Mr. Charles E. Butler's address entitled, "The Direct Selling Problem," appearing in the PUBLISHERS' WEEKLY for May 26, should be allowed to pass without protest. The animus of his remarks is so evident that I imagine they will not be considered too seriously by any one. At the same time, an outrageous attack of this nature upon the library profession as a whole should not be permitted to go without at least a word of objection. I am amazed that any respectable bookseller should use such language, or that the PUBLISHERS' WEEKLY should publish such a screed without comment. The writer endeavors to show that the motive of librarians regarding discounts is one of direct personal gain on the part of the librarian, whereas nothing could be farther from the facts.

Whatever may be the fate of the new book system and of the efforts of the Booksellers' Association to curtail the discounts now allowed to libraries, it cannot but be unfortunate that such intemperate and unjust statements as those contained in Mr. Butler's paper should remain in print in the files of the PUBLISHERS' WEEKLY.

WM. W. BISHOP, *Librarian.*

BOOK-TRADE ASSOCIATIONS

ANNUAL MEETING OF BOOKSELLERS OF CITY OF NEW YORK

THE annual meeting of the Booksellers of the City of New York was held in the store of William S. Gorham on the evening of June 7.

The following officers were elected: Charles E. Butler, president, re-elected; F. E. Grant, vice-president, re-elected; P. Stammer, secretary; Theodore E. Schulte, treasurer. The former occupants of the offices of secretary and treasurer since the organization of the Association, Edwin S. Gorham and James A. Jenkins, resigned.

The following resolution was adopted following a reading of the resolution of the Board of Trade on direct selling:

Resolved, That the Booksellers of the City of New York heartily endorse and fully support the Resolution passed by the Board of Trade of the American Booksellers' Association Jan. 30, 1917, on the direct sales problem and sincerely believe that much good can be done for the benefit of the book-trade as a whole by bringing about the much-needed reform.

We therefore urge all Publishers, Jobbers and Booksellers of the United States to get together at the earliest possible moment and through their committees to consider carefully all the points at issue with the full desire and intention each and all to do all in their power to bring about the spirit of fair trading in every department of the book-trade of the United States.

The president called attention to the difficulty of organizing the New York booksellers, since there are over 300 booksellers of some eight classes as follows:

1. General dealers, including the department stores and larger new and second-hand dealers—about 48.
2. Business, scientific and technical dealers—about 42.
3. Dealers in old and rare books, manuscripts, fine subscription sets and specialized items—about 35.
4. Religious booksellers—about 28.
5. Foreign booksellers—about 26.
6. Second-hand dealers exclusively—about 62.
7. Mail order, auction representatives, subscription book agents—about 14.
8. Not classified—about 49.

The president then outlined a plan of organization whereby each classification was to be allotted to some particular house prominent therein, under the management of a representative of the house. The representatives would meet in committee and decide on further classification and arrangement. Each unit, tho a member of the whole, would consider its particular needs.

A resolution was passed endorsing the efforts of the American Booksellers' Association for trade betterment.

Some discussion followed as to the feasibility of forming a New York State Association.

PERSONAL NOTES

W. M. CLAYTON, president of the New Fiction Publishing Co., publishers of *Snappy Stories* and other periodicals, has joined the Canadian expeditionary forces.

J. S. BURBANK, a clerk with the Edward P. Judd Co., New Haven, for five years, has taken a similar position at Skinner's Bookstore, Albany, N. Y.

WILLIS FLETCHER JOHNSON has been appointed literary editor of the New York *Tribune*. Mr. Johnson is the author of "America's Foreign Relations," "America and the Great War," "A Century of Expansion" and "Four Centuries of the Panama Canal."

DR. WALTER E. WEYL, formerly an editor of the *New Republic* and author of "The New Democracy" and "American World Policies," has just returned to New York after a tour of several months in the Far East. He is preparing to incorporate his findings into a book on the economic side of present Far Eastern affairs.

ISAAC F. MARCOSSON, author of "The War After the War," has just returned to this country. He was in the first party that reached Russia from England after the outbreak of the Revolution and had a thrilling and memorable experience. His account of the revolution, "The Rebirth of Russia," will be published by the John Lane Co. Milukoff, late Russian Minister of Foreign Affairs and one of the men who made the Revolution possible, has written a special dedication for the American edition addressed to the people of the United States.

FRANK C. DODD, treasurer of Dodd, Mead & Co., Inc., was married on June 7 to Miss Emily Harris, daughter of Colonel H. L.

Harris, U. S. Army (retired), New York City. Directly after the wedding the bride and groom planned to sail for France where they will spend the summer, Mrs. Dodd as a nurse in one of the French base hospitals, and Mr. Dodd as ambulance driver attached to the same hospital. Mr. Dodd has in his time traveled for Dodd, Mead & Co. from Bangor, Me., to San Diego and from Seattle to Savannah and is well known to the trade. He is a nephew of the late Frank H. Dodd.

LITERARY AND TRADE NOTES

THE PAGE Co.'s subscription to the Liberty Bonds has reached \$101,750.

FOLLOWING the success of the stage revival of Du Maurier's "Peter Ibbetson," Harper & Brothers are putting a new edition to press.

BOBBS-MERRILL announce for publication early in July "His Own Country," a novel by Paul Kester, the playwright who dramatized "When Knighthood Was in Flower."

MRS. WHARTON's new novel "Summer" (Appleton) was mistakenly announced in last week's PUBLISHERS' WEEKLY as ready July 29. It will be out June 29.

"SPEAKING OF"—Irvin Cobb, the George H. Doran Co. has ready this author's latest book "Those Times and These," more tales about Judge Priest, and other Kentuckians of an earlier epoch.

ON SEPTEMBER 15TH the Britton Publishing Co. will bring out "The Case of Mary Sherman," a novel by Colonel Jasper Ewing Brady. Colonel Brady is an army man stationed on the Pacific Coast.

IN THE *Revue de Paris* is appearing a translation of Bennett's "Hilda Lessways," so smooth and expressive that, according to one critic, one could almost affirm that Bennett gains from the process of translation.

THE INTERNATIONAL PAPER Co. is furnishing newsprint paper to the Government for 2½ cents per pound, f. o. b. the mill, whereas other customers must pay 3.1 cents. The Paper Company explains this as its method of "doing its bit."

"KENNY,"—no more, no less, so that we wonder just who or what "Kenny" may be—is the name Leona Dalrymple, author of the \$10,000 prize winner, "Diana of the Green Van," has given her new novel which Reilly & Britton are publishing in August.

GEORGE W. JACOBS announces for publication the last of June Edmund H. Reeman's "Do We Need a New Idea of God." The author punctures many conventional, theological bubbles in his search thru the common facts of life for a new conception of God.

UNIFORM WITH other "Spell" Books, the Page Co. will have ready by June 25 "The Spell of China" by Archie Bell. Even more timely than its predecessor "The Spell of Egypt" is Mr. Bell's analysis of the present awakening to modern civilization of this vast land inhabited by "eathen Chinees."

PEOPLE WHO HAVE been reading for years those delightful pigeon-English letters

which always end "Hoping you are the same, Hashimura Togo" will hail joyfully Wallace Irwin's collection of short stories "Pilgrims into Folly" (Doran) in which the writer reveals a versatile assortment of humor, pathos, simplicity and clever characterization.

OPPONENTS OF PRICE MAINTENANCE are being warned by the National Trade Association, the old enemy of the Stephens bill, to oppose the Kelly bill (H. R. 44), introduced by Representative Kelly of Pennsylvania and giving manufacturers the right to fix the retailer's wholesale and retail prices.

JUNE 10 was the seventh anniversary of the death of William Sydney Porter, better known to the public as O. Henry. At Greenboro, N. C., the birthplace of the writer, North Carolina capitalists are erecting the O. Henry Hotel to be opened within a year, and to contain a room dedicated to the memory of O. Henry.

ACCORDING TO Miss Beatrice Harraden, the novelist, who has been acting as librarian in a London military hospital, the authors who are most popular with the sick soldiers are Nat Gould, Charles Garvice and E. Phillips Oppenheim. She also notes that novels which have been "cinematized" like Lytton's "Last Days of Pompeii" are remembered and asked for.

W. W. JACOBS, the novelist, has been awarded damages against the Danish newspaper *Folkets Avis*, which he accused of having stolen one of his novels. The court awarded him 200 kroner damages, and 80 kroner costs, and the editor of the paper was fined 100 kroner for infringing the author's copyright, and 20 kroner for frivolous and vexatious litigation.

AT A RECENT meeting of the Inter-Ministerial Committee of the French Press, a committee was appointed to visit the United States to appeal to publishers to surrender to their French fellow publishers approximately 10 per cent. of their paper supply to insure continuity of publication of the daily newspapers in France. It is stated that approximately 1200 tons have been offered them.

THE NEW YORK SOCIETY FOR THE SUPPRESSION OF VICE is now using a printed and type-written form to warn local dealers in advance regarding books which meet with its displeasure. In each case the form sets forth the case against the specific book and concludes: "In view of the foregoing it is assumed that representative booksellers will refrain from handling this publication."

IF THE PERSISTENT SOUL who flays the profession of bookselling in communications to the Editor of the PUBLISHERS' WEEKLY over the signature "Will Comegan" will sign his communications in his own name (not necessarily for publication) he will deprive the Editor of the necessity of acting upon the suggestion with which each of these communications closes: "This is for the waste basket; such is the freedom of the Press."

NICHOLAS L. BROWN, the Philadelphia pub-

lisher, will re-publish on June 25 Rear-Admiral Preble's two volume "History and Origin of the American Flag" which has been out of print since 1890. The author has endeavored to collect here every known incident and legend of interest connected with the flag and its history. The work in its new form is handsomely printed and bound and contains over two hundred illustrations.

AN INTERESTING EXAMPLE of the out-of-the-way book sale occurred in a New York store recently: A Jewish fur dealer, apparently a man of no particular education or refinement, entered the store and asked for some books on fur bearing animals and furs in general saying he had worked with furs all his life but knew nothing about their sources. The store immediately got in touch with the Museum of Natural History and thirty dollars worth of books were sold the man the following day.

DOUBLEDAY, PAGE & Co. have just published a worthy companion series to the *Pocket Nature Guides* in the *Pocket Garden Library*. These books, similar in size and binding and general style to the preceding series, should literally provide all year round sales for booksellers, as each of the four volumes covers the flowers of a different season, as follows: "Garden Flowers of Spring"; "Garden Flowers of Summer"; "Garden Flowers of Autumn"; and "Flowers of Winter."

LORD NORTHCLIFFE's mission to America affords an excellent opportunity to feature his recent book, "At the War" (Doran). "At the War" is a collection of sketches and impressions of various phases of the Great War: the British Red Cross work, the war planes, the generals of the Allied forces, the Belgian, French and Italian armies and glimpses of the neutral countries. Needless to tell those who have followed Northcliffe's career, he does not hesitate to criticize his country's conduct of the war and to censure waste and confusion.

LIKE "MR. BRITLING" William J. Locke's new novel, "The Red Planet," promised for July 6 by the John Lane Co., is a war story but a story of the England that is left behind rather than the England that goes to the trenches. The scene is a quiet English village and Major Meredyth, a retired soldier, tells in the keen yet whimsical way peculiar to Locke, the story of the romance of his young friend, Betty, who becomes a soldier's bride and later a soldier's widow—and thereby hangs a romance for Major Meredyth himself!

THE RUSSELL SAGE FOUNDATION has settled for \$500 a damage suit brought against it by James Ryan, a 16 year old New York boy, for the slanderous use of his picture. The suit was based on the publication in the *Survey* and later in book form of the boy's picture illustrating an article on "Boyhood and Lawlessness." The picture was captioned "An Embryo Gangster," and altho his name was not used, he asked damages for the unauthorized use of his picture and the characterization.

IN HIS FORTHCOMING BOOK, "Food Preparedness for the United States," which Little, Brown & Co. will publish on June 20th, Charles J. O'Brien compares Germany's methods of handling the food situation with those of the Allies, pointing out the mistakes made by both. He applies the lessons learned from experiences abroad to our own present situation, and also explains how individuals may co-operate by avoiding waste, by the proper selection of nutritive foods, and by avoiding hysteria. Mr. O'Brien's book was written after several months of investigation in Germany.

THE *Manchester Guardian* calls attention to the fact that war has practically stopped all importation of American magazines into England and that an unusual opportunity is thus offered English publishers to contest American supremacy in this field. Of the dozen or more famous old English periodicals of the eighties, only two survive, the *Cornhill* and *Blackwood's*, neither of which ever offered any serious obstacle to the American invasion. The *Manchester Guardian* proposes that the *Cornhill*, recently purchased by John Murray, could now profitably undertake a campaign to win the general British public.

THE ASSOCIATION OF PICTURE PUBLISHERS has gone on record as "emphatically opposed to the production, exhibition or sale of lewd or vulgar pictures." About a year ago it established a "Board of Censors," consisting of members of the Association and laymen—among them one retail art dealer, one well-known educator and one man active in the Government of the State. The duties of this Board are "to censor" such pictures or publications as may be submitted to it by the members of the Association. It has already passed upon a large number of publications and the Association appeals to dealers to co-operate with them in this work.

THE CINCINNATI BRANCH of the Methodist Book Concern held a special "Recognition Service" on Registration Day in honor of the seventy-one men employees between twenty-one and thirty-one who registered in the National Military Census. The Service was held in the auditorium of the new building and the program consisted of orchestral selections, patriotic solo, quartette and chorus singing, a prayer by Dr. E. C. Wareing, the announcement of subscriptions to the Liberty Loan by employees, the Recognition Ceremony presided over by Dr. John H. Race, an address by Dr. E. S. Lewis, and a benediction by Dr. Albert J. Nast.

THE PARIS BOOK CLUB, Rue de Châteaudun, 11, has arranged with Henry Piazza, the Paris publisher, to produce an English edition, uniform with the forthcoming French edition, of the "Life of Mohammed, Prophet of Allah," text and illustrations in color by the famous oriental painter, E. Denit. The English edition will be published about the end of October next. The work will comprise thirty-five large colored plates and be further beautified with twelve decorative pages with text in colors and

gold, also ornamental letters and other embellishments. The issue will be limited to 875 copies on hand-made paper, at £8 a copy; and 125 copies on Imperial Japanese vellum, at £18.

FOR THOSE WHO WISH TO FLY in the service of their country—and the air is full of them nowadays—the Century Co. offers "A Text-book of Naval Aeronautics" by Henry Woodhouse, a member of the Board of Governors of the Aero Club of America and of the National Aerial Coast Patrol Commission. The book takes up the subject of aviation in its every phase—aerial strategy, the possibilities of the torpedoplane, aerial gunnery, etc., and presents in convenient form the latest official information concerning the aerial defenses of the fifteen naval districts, the administration of naval aeronautic stations, and the course of instruction required for the air service by the United States Navy.

THE LIABILITY of bookbinders for books destroyed by fire on their premises was the question at issue in the case of J. F. Shaw & Co., Ltd., v. E. Symmonds & Co., Ltd., recently in London. In January of last year the defendants, well-known bookbinders, had on their premises books worth £126 that they had bound for the plaintiffs. On January 20 an accidental fire occurred on their premises, and the books were burned. In a reserved judgment the judge decided in favor of the plaintiffs, mainly on the ground that a reasonable time for delivery had expired on January 20, and that the defendants committed a breach of contract in not delivering before that date.

G. P. PUTNAM'S SONS will be hosts to the New York book-trade on the evening of June 25 at a lecture on trench warfare by A. G. Empey, whose "Over the Top," published last week by them, is already meeting with unusual success. The lecture will be in Aeolian Hall and admission will be by ticket only. Special personal invitations will be sent out to the trade. Empey fought for a year and a half on the Western front, was seven times wounded—by bayonet, shrapnel and rifle shot—went thru gas attacks, and lay wounded in No Man's Land. Since his return to this country he has been so much in demand as a lecturer that he has been talking on his experiences practically six nights every week.

A DELIGHTFUL idyl of the war, delicately written and strangely conceived, is Elizabeth Robins Pennell's "The Lovers" just published by J. B. Lippincott Co. From her London studio Mrs. Pennell watched two young lovers in their garret across the way, too much concerned with their painting and themselves to lower their shades. From what she saw Mrs. Pennell wove a short story, "In the Garret," which was published in the *Century*. Just before the beginning of the war the young artist called at Mrs. Pennell's studio and told her he was the lover. He enlisted with the first hundred thousand and was killed at Loos. The young widow shared her many letters from him with Mrs. Pennell and they are to be found in "The Lovers," together with the earlier part of this life romance.

IN MEMORY of the first anniversary of the death of its illustrious founder, Emilio Treves, the Casa Editrice Fratelli Treves, of Milan, has given the Milanese Society of Popular Libraries a library consisting of an example of each of the works published by the house of Treves from its foundation up to the present day, according to the *Secolo*. The books are valued at about \$2000, and a money gift was added for the support of the library. The Society in question, in recognition of this munificent gift, will dedicate the new library "To Emilio Treves, one of the Italians most worthy to be remembered for the diffusion of culture." The widow of Emilio Treves has added a hundred of the most valuable volumes from her private library.

"FOR YEARS THERE has been a considerable amount of systematic study in France of English thought and English developments. Upon almost any question of current English opinion and upon most current English social questions, the best studies are in French," says H. G. Wells in "Italy, France and Britain at War," and it is interesting to note the substantiation of this opinion in Rudyard Kipling's preface to André Chevrillon's new book, "England and the War," just published by Doubleday, Page & Co. "Monsieur Chevrillon's analysis," says Kipling, "is nearer the root of the matter than anything that has yet been written by any Englishman." "England and the War" is an analysis of the development of England's "will" from the anti-bellum attitude of mind with its illusion of security to the solid, concerted movement which culminated in conscription.

IN A RECENT PRICE MAINTENANCE CASE in the Chancery Division, Dublin, over the alleged cutting of prices on Dunlop automobile tires, the judge came out in no uncertain terms in favor of the price-maintenance principle. "Counsel for the plaintiff company said he had conferred with counsel for the defendant and the latter had agreed to consent to an injunction. Counsel asked the Court to say something that would discourage breaches of these agreements in the country. Justice Barton, in making the consent a rule of Court, said that it was only right to warn traders in the country who might be tempted to regard these agreements as trivial that it was most important for them to pay due regard to their obligations under these contracts. A serious principle was concerned, disregard of which might involve such people in litigation and heavy costs."

THE SUBJECT OF PAPER BOUND FICTION being much to the fore in England at present and the objection of the libraries to such flimsy binding being very common, a writer in the *Pall Mall Gazette* suggests that the libraries provide their own cloth-board backs, so contrived that they would hold a paper-bound volume firmly, but at the same time be easily detachable, so that a single cover of the kind could do duty for a whole series of novels in turn, enabling them to be lent by the libra-

ries and passed from hand to hand without the damage which otherwise would bring paper-covered volumes, so treated, to speedy destruction. In this connection "Jacob Omnium" remarks in the *English Bookseller*: "All the same, I cannot refrain from repeating my hope that, if we are to have paper-bound novels, the public will do more buying and less borrowing than was the case under the old order of things."

UNDER THE CAPTION, "Making Birthdays Pay," Robb Lawson tells in Cassell's *Book Chat* of an English bookseller who gives a few spare minutes each day to looking over the birth notices in the local papers and who has thereby gradually built up a perpetual birthday calendar. He does business in a place of 60,000 inhabitants. About a week before one of these children has a birthday, he sends to the mother a neatly typewritten letter something like this:

"Dear Madam: We believe your little boy (or girl) will be — years old on the — day of —. We beg to call your attention to the fact that we have a very large, beautiful and well-selected stock of children's toys, dolls, picture books, birthday presents, etc., and if you will be so kind as to drop into our shop some time within the next day or so we feel sure that you will find something in the way of a birthday present which will please your little one. If she (or he) is to have a birthday party we believe you and your friends will find our stock the most complete and beautifully displayed in the city."

SELDOM HAS THERE appeared a book classified as a juvenile yet appealing to as wide a range of readers as "Understood Betsy" by Dorothy Canfield announced for August publication by Henry Holt & Co. Children will read it eagerly for the story of a very real little girl. Parents will find it worth a whole shelf of books on child training. Teachers will get more than one pointer from its pages and anyone with a grain of humor can't afford to miss it. "Understood Betsy" is the story of a little girl so thoroly "understood" by a devoted aunt that she had scarcely done more than breathe for herself until transplanted to the Putney Farm where self reliance is the watchword. It is not the usual tale of the child winning out against extraordinary odds. The development of Betsy from an oversensitive clinging mite is brought about simply and naturally as the result of different training and environment. "Understood Betsy," which is running serially in *St. Nicholas*, is the first juvenile by the author of "The Bent Twig" and "The Squirrel Cage." Let us hope it may not be her last.

FREDERIC VAN RENSSLAER DEY, the man who is said to have written some 40,000,000 words of "Nick Carter" stories, tells something of the history of the famous "Nick Carter" stories in a letter to the *New York Tribune*: The *Nick Carter Detective Library* was first published by Street & Smith in 1890, he says, and the first story to be published was "Nick Carter, Detective," by "A Celebrated Author." The name "Nick Carter" was selected for euphemistic reasons by Ormond G. Smith, the head of the firm of Street & Smith, and was chosen from a character

that John R. Coryell had employed in a detective story called "The Old Detective's Pupil" (or "A Wall Street Haul") two or three years earlier. But Mr. Dey claims that he himself created the character of Nick Carter without regard to Coryell's use of the name, and that Chick, Patsy, Ten-Ichi, Peter Joseph, Ida Jones, etc., etc., were characters of his own creation. Years afterward, when the name of the library was changed to *The New Nick Carter Weekly* the authorship was changed from "By A Celebrated Author" to "Edited by Chickering Carter," which was the name given to Chick when Nick adopted him—a waif of the plains whom Nick discovered in a story entitled "One Against Twenty-one." The first four Nick Carters were 33,000 words long; they were reduced to 20,000 words, and later increased to 30,000, column measurement, and there had to be fifty-two of them written each and every year. In addition thereto, Mr. Dey was called upon to keep a serial Nick Carter (6000 words per instalment) running in *The New York Weekly*. Thus it is quite obvious why other writers (and very many of them; a score or more, all told) were called upon to assist in the writing of the libraries. New writers read the stories already published, and so got the swing of them.

BUSINESS NOTES

ATLANTA, GA.—A petition for the dissolution of the Columbian Book Co., booksellers, newsdealers and stationers, as a corporation and the appointment of a receiver has been filed. W. Garcher is the chief stockholder.

ENID, OKLA.—The Bolt Book Shop, booksellers, newsdealers and stationers, has been sold to John J. Pater.

GAINESVILLE, GA.—The Estes Book Store is reported in the hands of a receiver.

KITCHENER, ONT.—The book and stationery business of C. E. Swaisland has been purchased by J. P. Bender and merged with the latter's business.

LONG BRANCH, N. J.—F. W. Hampton, bookseller, newsdealer and stationer, has been succeeded by F. E. Schelbert.

NEW HAVEN, CT.—H. A. Beebe Co. is being wound up and the business liquidated under order of the Court.

NEW YORK CITY.—William M. Clemens, genealogical book publisher, will remove July 1st from 50 Pine Street to Hackensack, N. J.

NEW YORK CITY.—L. J. Gomme's Little Bookshop Around the Corner has been closed out by the representative of the creditors.

NEW YORK CITY.—The Liberty Publishing Association is a new firm at 110 West 40th Street. L. E. White is the manager.

SAN FRANCISCO, CAL.—The Raphael Weill Co., owners of the White House, have leased the property occupied by the Hastings Clothing Co. at the corner of Grant Avenue and Post Street, for a period of thirty-two years.

The newly acquired property will increase the store's floor space by 300,000 square feet. The lease becomes effective July 1, 1918.

SAN FRANCISCO, CAL.—The "Book Omnorium," William McDevitt, proprietor, has changed its name to the "People's Library" and is now located at 2079 Sutter-Fillmore.

SAN FRANCISCO, CAL.—The Emporium celebrated its twenty-first anniversary recently. Building operations are progressing rapidly on the nine-story annex at the rear, while the two newly added stories on the main building are now in a nearly completed form.

SAN FRANCISCO, CAL.—The stock of books, school supplies and furniture of the Whitaker & Ray-Wiggin Co., formerly located on Mission Street, near Third, has been removed to the Market Street headquarters of C. F. Weber & Co., which recently purchased the business of the firm, and the affairs of the old concern are being rapidly wound up. C. F. Weber & Co. are commencing to branch out and in order to cover Arizona more thoroughly have established a branch at Phoenix, in charge of E. L. Reinhold, formerly of San Francisco.

SANTA ROSA, CAL.—An interest has been purchased in the book and stationery business of the C. A. Wright Co. by A. Rae Corrick and J. M. Dunbar. Plans are under way to extend the business of the firm into new territory.

SPRINGFIELD, MASS.—National Library Bindery Co., of Springfield, Mass., Syracuse, N. Y., and Cleveland, O., formerly the New England Library Binding Co., has been incorporated with a capital of \$100,000.

AUCTION SALES

JUNE 21 AT 10 A. M. (One session.) Catalog: Part II of the valuable private library of the late Allen A. Brown, Boston. (369 lots.)—*Libbie*.

BIBLIOGRAPHICAL NOTES

CATALOGS OF NEW AND SECOND-HAND BOOKS

Reginald Atkinson, Forest Hill, London, S. E., 97 Sunderland Road. Catalog of rare and valuable books including a short list of autographs and an addenda. (No. 25; 1368 items.)

John Heise, Syracuse, N. Y. An interesting list of autograph letters, documents, etc. (No. 237; 185 items.)

—Interesting list of autograph letters, documents, etc. (No. 238; 212 items.)

H. R. Huntting Co., Springfield, Mass. Revised list publishers' remainders and overstock. (June.)

Patrick F. Madigan, 561 Fifth Ave., New York. Catalogs: Original autograph letters, author's manuscripts, and historical documents of celebrated people; rare books, association books, [etc.]. (No. 37; 87 items. No. 39; 82 items.)

Weekly Record of New Publications

The entry is transcribed from title page when the book is sent by publisher for record. Books received, unless of minor importance, are given descriptive annotation. Prices are added except when not supplied by publisher or obtainable only on specific request. Where not specified the binding is cloth.

Imprint date is stated [or best available date, preferably copyright date, in brackets] only when it differs from year of entry. Copyright date is stated only when it differs from imprint date: otherwise simply "c." No ascertainable date is designated thus: [n.d.]

A colon after initial designates the most usual given name, as: A: Augustus; B: Benjamin; C: Charles; D: David; E: Edward; F: Frederick; G: George; H: Henry; I: Isaac; J: John; L: Louis; N: Nicholas; P: Peter; R: Richard; S: Samuel; T: Thomas; W: William.

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q. (4to: under 30 cm.); O. (8vo: 25 cm.); D. (12mo: 20 cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.); Tt. (32mo: 12½ cm.); Fe. (48mo: 10 cm.); sq., obl., nar., designate square, oblong, narrow. For books not received sizes are given in numerals, 4°, 8°, etc.

Ackerman, Carl W. Germany, the next republic? N. Y., Doran. [c. '17] 292 p. il. pls. pors. facsms. D \$1.50 n.

Author was accredited representative of the United Press in Germany from the early part of the war to the break with the United States. Reports on the psychology of warring Germany, autocratic government, and the relations between Germany and the United States. Believes that President Wilson's two years of patience and note writing have done more to encourage free-thought in Germany than the Allies' three years of fighting.

Adair, H. N. French historical reader. 6th ed. N. Y., Macmillan. 8+138 p. il. 12° 50 c. n.

Alexander, Marg. C. The development of the power of the state executive; with special reference to the State of New York. Northampton, Mass., Smith Coll. 148-233 p. (3 p. bibl.) tabs. O (Studies in history) pap. 50 c.

Anderson, B: McAlester. The value of money. N. Y., Macmillan. 28+610 p. 12° \$2.25 n.

Aristophanes. Comedies. v. 2, The clouds; The wasps; with tr. by B: Bickley Rogers. N. Y., Macmillan. 45+312 p. 8° \$5 n.

Arnold, W: Rosenzweig. Ephod and Ark; a study in the records and religion of the ancient Hebrews. Cambridge, Mass., Harvard Univ. 170 p. 8° (Harvard theological studies) \$1.50 n.

Artzibashef, Michael Mikhailovich. Tales of the Revolution; tr. by Percy Pinkerton. N. Y., Huebsch. 286 p. D \$1.50 n.

Contents: Sheviriof; The bloodstain; Morning shadows; Pasha Tumanof; The doctor.

Ashley, W. B., comp. Church advertising; its why and how; papers delivered before the church advertising section of the twelfth annual convention of the Associated Advertising Clubs of the World. Phil., Lippincott. [c. '17] 200 p. il. pls. D \$1 n.

Tells how to get the people "moving churchward,"—not by vulgar or sensational advertising, but by a straightforward appeal. Explains how to prepare advertising copy, find many ways to many minds, make religious information appetizing, and secure money for publicity.

Austin, Wa. A war zone gadabout; being the authentic account of four trips to the fighting nations during 1914, '15, '16. Bost., R. H. Hinkley Co. [248 Boylston St.] c. 14+161 p. il. pls. pors. facsms. map O \$1.25 n.

Impressions of London, Paris, Berlin and Petrograd, gained at different times and thoughtfully contrasted. Reproductions of interesting postcards and souvenirs.

Bailey, Edg. H: Summerfield. A text-book of sanitary and applied chemistry; or, the

chemistry of water, air and food. 4th ed. rev. N. Y., Macmillan. 28+394 p. 12° \$1.60 n.

Barnard, H. Clive. America in pictures. N. Y., Macmillan. 64 p. col. il. 8° 75 c. n.

Barnes, J: Bryson. Letters of a Plattsburg patriot; by O. N. E. Wash., D. C., U. S. Infantry Assn. c. 80 p. il. O \$1

A rookie's lively letters, which have a serious undertone of belief in preparedness.

Bartet, Mme., comp. Mme. Bartet's collection of war poems; published for the war relief. [N. Y., B. Wanger, 182 W. 58th St.] no paging il. pls. 4° pap. \$5

Bertsch, Marguerite. How to write for moving pictures; a manual of instruction and information; il. from photographs. N. Y., Doran. [c. '17] 275 p. il. pls. D \$1.50 n.

Text-book explaining "the tricks of the trade." Author is director and editor for the Vitagraph Co. and Famous Players Film Co., and writer of many films.

Betts, Fk. Saga plays. [N. Y., Longmans.] 101 p. D \$1.25 n.

Bible. New Testament. The Gospel according to St. Matthew; with an explanatory and critical commentary by A. J. Maas. 2d ed. St. Louis, Herder. 42+317 p. 8° \$3.50 n.

Birmingham, Ala. Public Library. Books for the blind in the library. Birmingham, Ala. [The library] 14 p. 12°

Blake, H: W., and Jackson, Wa. Electric railway transportation. N. Y., McGraw-Hill. 487 p. il. 8° \$5 n.

Boston. Public Library. A selected list of books on domestic production and preservation of food: gardening, canning, economic cookery in the library. Bost. [The library] 13 p. 16° (Brief reading lists)

Bradley, Alice. Lessons in food values and economical menus. [Bost., B. B. Nichols] c. 28 p. 8° 25 c.

Brown, G: Rothwell. My country; a story of today; with il. by Chase Emerson. Bost., Small, Maynard. [c. '17] 359 p. pls. col. front. D \$1.35 n.

Billy Hartmann, born in Germany, came to the United States as a child and was brought up in his aunt's family where German traditions were preserved. The youngest cousin, Elfrieda, with whom Billy eventually fell in love, was American in birth and ideals. Billy's citizenship had been secured by his father's naturalization. The spring of 1917 found Billy famous after years of hard work in the United States Navy. Elfrieda, who had gone abroad to study music, was somewhere in Germany. Billy's twin brother, Karl, was in the German navy. Both come to America and are tangled up in a plot in which Billy is suspected of treason to the United

States. But Billy is cleared and he and Elfrieda look forward to happiness in their country.

Buchanan, Florence. Home crafts of today and yesterday. N. Y., Harper. [c. '17] 170 p. il. pls. diags. S \$1 n.

Precise instructions telling how to make at home a variety of necessary and ornamental articles.

Burton, Clarence Monroe. Barnabas Campau and his descendants. [Detroit, The author.] [16] 16 p. 8° pap. gratis to libraries

Cardon, Léopold. A practical French course. Bost., Silver, Burdett. [c. '17] 19+443 p. il. pls. map D \$1.25

Carnegie Endowment for International Peace. Div. of International Law. Extracts from American and foreign works on international law concerning the armed neutrality of 1780 and 1800. Wash., D. C., The endowment. 109 p. 8°

Official documents bearing on the armed neutrality of 1780 and 1800. Wash., D. C., The endowment. 10+295 p. 8°

Opinions of the attorneys general and judgments of the Supreme Court and Court of Claims of the United States relating to controversy over neutral rights between the United States and France, 1797-1800. Wash., D. C., The endowment. 340 p. 8°

Opinions of attorneys general, decisions of federal courts, and diplomatic correspondence respecting the treaties of 1785, 1799 and 1828 between the United States and Prussia. Wash., D. C., the endowment. 4+158 p. 8°

Carpenter, Bp. W: Boyd. Further pages of my life. N. Y., Scribner. 8+316 p. il. pls. pors. O \$3.50 n.

Reflections and intimate reminiscences. Includes chapters on King Edward and Emperor William and memories of F. W. Robertson, General Gordon, Lord Wolseley and Lord Roberts.

Chadwick, C. Kate [Mrs. Howard Chadwick]. The rose of dawn; a mystical meditation; with a prologue by Arth. Shearley Cripps. [N. Y., Longmans.] 8+39 p. S pap. 36 c. n.

Clark, Barrett Harper. How to produce amateur plays; a practical manual. Bost., Little, Brown. c. 7+144 p. (14½ p. bibl.) il. pls. diags. D \$1.50 n.

Shows, by means of numerous diagrams and cuts, together with concrete examples, how plays can be produced in an inexpensive, artistic and effective manner. Discusses choosing the play and the cast, rehearsing (3 chapters), scenery and costumes, etc. List of plays from many languages suitable for amateurs.

Clark, Hollis. Taught by mail; a play in three acts. Bozeman, Mont., The author. c. 115 p. D \$1

Cobb, Irvin Shrewsbury. Those times and these. N. Y., Doran. [c. '17] 374 p. D \$1.35 n.

Short stories in which Judge Priest, the lovable old Kentuckian, is again the center of a group of small-town Americans. *Partial contents:* Ex-fightin' Billy; And there was light; Mr. Felsburg gets even; The family tree; A kiss for kindness.

Connecticut [Colony]. The Wolcott papers; correspondence and documents during Roger Wolcott's governorship of the Colony of Connecticut, 1750-1754, with some of

earlier date. Hartford, Ct., State Hist. Soc. '16 35+557 p. 8° (Collections) \$3

Coolidge, Dane. Rimrock Jones; il. by G. W. Gage. N. Y., Watt. c. 6+311 p. pls. D \$1.35 n.

Mary Fortune's father had left her a competence, but she had invested it in stocks and lost. That was how she happened to be a friendless stenographer in a western mining town. Something in reckless, bragging Rimrock Jones appealed to her to the point of lending him her little fortune of \$400. She received in return half share in his mine. The rest of the tale is occupied with the shifting fortunes of the mine and the developing romance of the young people. In time the mine is successful and Rimrock promises to turn over a new leaf, if Mary will give him a chance.

Corcoran, Brewer. The barbarian; or, Will Bradford's school days at St. Jo's.; il. by Wa. S. Rogers. Bost., Page Co. c. 305 p. pls. D \$1.50

Story of "prep" school life for boys.

Crandell, J. Chester, and Crandell, Mercy Frye. A manual of household accounts; including complete instructions, illustrative figures, and forms for actual use covering three years. Bost., Whitcomb & Barrows. c. 24 p.+blanks Q \$2 n.

Davis, Arth. Powell. Irrigation works constructed by the U. S. government. N. Y., Wiley. 425 p. figs. 8° \$4.50 n.

Donovan, Mary E. An unwilling traveler. St. Louis, Herder. 4+240 p. 8° 80 c. n.

Dorsey, G: Amos. Young Low. N. Y., Doran. [c. '17] 377 p. D \$1.50 n.

Follows the life and loves of Young Low, a product of the Middle West. After college and its love affairs, Low seeks his fortune in the West where he encounters Marie, a girl who influences him. He is called back to teach and later goes to Harvard for graduate study. A love affair develops between Low and Alexandra Lanfiere, a Polish woman several years his senior. He follows her to Europe to tutor her children. On the death of her husband, their future relationship is decided unexpectedly.

Empey, Arth. Guy. "Over the top"; by an American soldier who went; together with Tommy's dictionary of the trenches; 16 il. and diagrams. N. Y., Putnam. c. 10+315 p. pls. pors. facsms. D \$1.50 n.

War experiences of an American who enlisted with the British army and saw real warfare for a year and a half until he was wounded in No Man's Land.

English-Modern Greek and Modern Greek-English dictionary. N. Y., Atlantis, inc. [113 W. 31st St.] [c. '17] 204+192 p. maps obl. 16° \$1

Evans, Caradoc. My people; stories of the peasantry of West Wales. [N. Y., Duffield.] [n. d.] 5+275 p. D \$1.35 n.

Partial contents: A father in Sion; The talent Thou gavest; The devil in Eden; The woman who sowed iniquity; As it is written; Lamentations; A bundle of life; The blast of God.

Famous, Howard B. Baby Pony; and other stories. Chic, Whitman Pub. [Transportation Bldg.] [c. '17] 6+126 p. il. col. front. S (Famous animal stories) 35 c.

Bobby Bear; and other stories. Chic., Whitman Pub. [c. '17] 122 p. il. col. front. S (Famous animal stories) 35 c.

Happy Bunny; and other stories. Chic., Whitman Pub. [c. '17] 123 p. il. col. front. S (Famous animal stories) 35 c.

- Famous Rover; and other stories. Chic., Whitman Pub. [c. '17] 127 p. il. col. front. S (Famous animal stories) 35 c.
- Hazel Squirrel; and other stories. Chic., Whitman Pub. [c. '17] 127 p. il. col. front. S (Famous animal stories) 35 c.
- Tommy Turtle; and other stories. Chic., Whitman Pub. [c. '17] 127 p. il. col. front. S (Famous animal stories) 35 c.
- Farwell, Eveline Michell Forbes [Mrs. W. R. D. Forbes].** Practical palmistry; for the amateur. Bost., Page Co. 8+108 p. front. D \$1 n.
Brief guide to palmistry.
- Fox, E. Lyell.** William Hohenzollern & Co. N. Y., McBride. c. 12+237 p. por. O \$1.50 n.
Author, who has visited Germany three times during the war, presents its anti-democratic regime as the real enemy we are fighting. Writes of the men and groups who control the government, their plans of deception and aggression, and also of economic condition and social structure of the country.
- Gallichan, W. M., comp.** The soldiers' English and French conversation book; containing hundreds of useful sentences and words, enabling the soldier to converse with the French and Belgian Allies, with correct pronunciation of each word; vocabulary of everyday words. New and rev. ed. Phil., Lippincott. c. 128 p. T 30 c. n.
- Gilbert, G. Holley.** Jesus for the men of today, when science aids religion. N. Y., Doran. [c. '17] 15+176 p. D \$1 n.
Retells the famous story against the colorful background of Palestine as understood by the modern scholar. Interprets the Christ life according to the newest theology, embodying author's own theory of the atonement, the passion and the resurrection.
- Gill, A. Herman.** Gas and fuel analysis for engineers; a compend for those interested in the economical application of fuel; prepared especially for the use of students at the Massachusetts Institute of Technology. 8th rev. ed. N. Y., Wiley. c. 7+145 p. il. tabs. diagrs. 12° \$1.25 n.
- Groves, Ernest Rutherford.** Using the resources of the country church. N. Y., Assn. Press. c. 8+152 p. S 75 c.
Plea for greater conservation of the moral forces and opportunities to be found in the American small community. Author is professor of sociology, New Hampshire State College.
- Hamilton, Lord Ernest W.** The soul of Ulster. N. Y., Dutton. [c. '17] 188 p. D \$1.25 n.
Member of Parliament from North Tyrone makes clear why Ulster threatened to resist to the death rather than accept the Nationalist Home Rule scheme.
- Hare, Christopher [pseud. for Mrs. Marion Andrews].** A great emperor: Charles V. 1519-1558; with a photogravure front. and 8 other il. in half-tone. N. Y., Scribner. 19+332 p. pls. pors. maps O \$3.50 n.
Personal and political history of the last great Emperor of the Hapsburg line.
- Hatch, W. H. Paine, DD.** The Pauline idea of faith in its relation to Jewish and Hellenistic religion. Cambridge, Mass., Harvard Univ. 82 p. 8° (Harvard theological studies) \$1.50 n.
- Hayes, Ja. M.** The grave of dreams; and other verses. N. Y., Encyclopedia Press [23 E. 41st St.]. c. 5+29 p. 12° 75 c.
- Henderson, W. Ja.** The elements of navigation; a short and complete explanation of the standard methods of finding the position of a ship at sea and the course to be steered; designed for the instruction of beginners. New ed. N. Y., Harper. [c. '17] 14+218 p. il. diagrs. 16° \$1.25 n.
- Hinsdale, Burke Aaron.** The American government, national and state. [4th ed.] N. Y., Am. Book Co. [c. '17] 8+493 p. (4 p. bibl.) 12° \$1.25
- Hodges, G., D.D.** Religion in a world at war. N. Y., Macmillan. 6+103 p. 12° \$1 n.
- Hodgson, Ralph.** Poems. N. Y., Macmillan. 9+64 p. 12° bds. 75 c. n.
- Holtz, Mathilde Edith, and Bemis, Katharine Isabel.** Glacier National Park; its trails and treasures; il. from photographs. N. Y., Doran. [c. '17] 263 p. il. pls. end maps D \$2 n.
Descriptive guide to Glacier National Park. Authors are members of the American Rockies Alpine Club.
- Institute for Public Service.** State work against infantile paralysis; steps taken by forty-three departments of health in 1916. N. Y., The institute, 51 Chambers St. [c. '17] 63 p. il. charts forms O pap. 50 c.
Study of the best practices used last year in combating infantile paralysis. Chapters on learning where the disease centers are, mobilizing facts about physicians' experience and ability, and the schools and infantile paralysis, etc.
- Irwin, Wallace Admah.** Pilgrims into folly; romantic excursions. N. Y., Doran. [c. '17] 342 p. D \$1.35 n.
Contents: Wings; He shot the bird of paradise; The highest; What became of Deegan folk?; You can't get away from your grandfather; The ideal gentleman.
- Johnson, G. Lindsay.** Photography in colours; with 14 full-page pls. (5 in col.) and numerous il. in the text. New and rev. ed. N. Y., Dutton. 14+302 p. figs. diagrs. tabs. D \$2 n.
Present edition describes the new processes of Raydex, Gaumont, and Carrara.
- Kennelly, Arth. Edn.** Artificial electric lines; their theory, mode of construction and uses. N. Y., McGraw-Hill. 348 p. 8° \$4 n.
- Kidder, F. S.** Triangulation applied to sheet metal pattern cutting. N. Y., Sheet Metal Pub., Tribune Bldg. 268 p. il. pls. 8° \$2.50
- Kirkpatrick, Marion G.** The rural school from within. Phil., Lippincott. [c. '17] 303 p. front. D \$1.28 n.
Author, of the Kansas State Agricultural College, writes of the social importance and educational problems of the country school. Treats of the difficulties of teachers and their shortcomings, the attitude of parents, the penuriousness of country school boards, and the spiritual forces working in the boys and girls.
- Knox, Marguerite.** Key to Plane geometry, by J. C. Stone, and Ja. F. Millis; prepared under the direction of the authors. Chic., B. H. Sanborn & Co. [c. '17] 111 p. diagrs. 12° 75 c.

- Kroeber, Alfr. L.** California kinship systems. Berkeley, Cal., Univ. of Cal. 339—396 p. map Q (Pubs. in American archaeology and ethnology) pap. 60 c.
- Kubinyi, Victor von.** Franz Joseph I, Emperor-King; a character sketch; with 21 photogravures and one genealogical table. [South Bend, Ind., Seemore Co., 510 Dean Bldg.] [c. '17] 16+96 p. pls. pors. fold. chart O bds. \$1.50; de luxe ed. \$4
Brief biography of the late Austrian ruler. Touches on the politics of his reign, holds Germany accountable for the war, and thinks the present Emperor of Austria would cede territory to Italy to have peace.
- Langhanke, Otto Ludwig Wilhelm.** Beginner's German; first book. [Quincy, Ill., J. M. Irwin Pr.] [c. '17] 4+80+14 p. 12° \$1; manual with doz. books
- Larkin, Edg. Lucien.** The matchless altar of the soul. Los Angeles, Cal., J. F. Rowney Press. 320 p. il. 8° \$1.50
- Lee, T. Amory.** Colonel Jeremiah Lee, patriot. Salem, Mass., Essex Inst. '16 23 p. il. pls. pors. 8° pap. \$1
Col. Wm. Raymond Lee, of the Revolution. Salem, Mass., Essex Inst. 30 p. il. pls. 8° pap. \$1
- Lock, Rob. Heath.** Recent progress in the study of variation, heredity, and evolution. [New ed., rev. by L. Doncaster.] N. Y., Dutton. '16 24+336 p. (bibls.) il. pls. pors. figs. \$2 n.
- Macartney, Rev. Clarence E. Noble.** The minister's son; a record of his achievements. Phil. [The author, 18th St. cor. Arch.] [c. '17] 28 p. S bds. 50 c.
Written to show that the old saying about minister's sons is not always true.
- Macbeth, Madge.** Kleath; il. by G. W. Gage. Bost., Small, Maynard. [c. '17] 386 p. pls. col. front. D \$1.35 n.
Christopher Kleath comes to Dawson to work on the new paper. There is mystery about him. He pays no attention to the wiles of the women who flock to Tim Meadows' saloon. In fact, only Tim's daughter, Goldie, attracts him and the wife of Dawson's physician is jealous, because the stranger fascinates her. A bank robbery takes place and the teller is brutally assaulted. Circumstances point to Kleath's guilt, and Goldie, who knows his innocence, has promised him not to speak. At the trial all the evidence goes against Kleath until the appearance of a new character, a woman to whom he has been true in spite of her evil life. Her testimony clears the accused and later the way is made easy for Kleath to claim Goldie.
- Masefield, J.** Poems; selected by H. S. Canby and F. E. Pierce. N. Y., Macmillan. 5+313 p. 12° \$1.60 n.; college ed. \$1.25 n.
- Maule, Harry E.** Selma Lagerlöf; the woman, her work, her message; including liberal quotation from Dr. Lagerlöf's own autobiographical writings and from some of her critics. Garden City, N. Y., Doubleday, Page. c. 81 p. il. pls. pors. maps D pap. gratis
- Melish, Rev. J. Howard.** Franklin Spencer Spalding, man and bishop. N. Y., Macmillan. c. 297 p. por. O \$2.25 n.
Biography of a missionary bishop to miners and Indians. Includes his letters revealing his approach to the problem of Mormonism, his conversion to socialism, and his advocacy of peace.
- Mills, Enos Abijah.** Your national parks; a guide to the national parks; with detailed information for tourists by Laurence F. Schmeckebier. Bost., Houghton Mifflin. c. 21+531 p. (4¾ p. bibl.) il. pls. maps tabs. D \$2.50 n.
Authoritative guide to America's national parks. Author has devoted much time to popularizing these play-grounds. His collaborator is Chief of Bureau of Publications of the Department of the Interior.
- Morgan, C. Carroll.** A lawyer's brief on the Atonement. Rev. ed., with additions and amendments. Bost., Fort Hill Press [176 High St.]. [c. '17] 14+141 p. 12° 75 c.
Variety papers; or, glimpses of romance in the realm of fact. Rev. ed. Bost., Fort Hill Press. [c. '17] 27+257 p. il. pls. (part col.) diagrs. D \$1.25
- Morrison, E., and Brues, C. T.** How to make the garden pay; a manual for the intensive cultivation of home vegetable gardens. Bost., Houghton Mifflin. c. 6+176 p. tabs. S 75 c. n.
Tells novices and experienced gardeners how to make small gardens profitable.
- Morton, Davis Wa.** Banking and bank accounting; an advanced set on the individual business practice plan. Chic., Lyons & Carnahan. [c. '17] 112 p. il. forms 8° \$2.40
- Moss, Maj. Ja. Alfr.** Army paperwork; a practical working guide in army administration. Menasha, Wis., G. Banta Pub. [c. '17] 377 p. il. forms 12° \$2
- Muller, Rob. Enrique, jr.** The United States Navy; with a foreword by Rear-Adm. Bradley A. Fiske; pictures by [the author]. Chic. and N. Y., Rand, McNally. [c. '17] no paging il. obl. O bds. \$1
One hundred and forty-two pictures of United States battleships for the most part in action with brief descriptions.
- Myers, Philip Van Ness.** A history of Rome. 2d rev. ed. Bost., Ginn. [c. '17] 9+242 p. (5 p. bibl.) il. double maps 12° \$1.12
- Nathan, G. Jean.** Bottoms up; an application of the slapstick to satire. N. Y., P. Goodman Co. [1261 Broadway] c. 73 p. D bds. 75 c. n.
Keen and amusing articles which satire the commonplace in plays and magazines by being written with all their hallmarks.
- National Foreign Trade Council.** Ocean shipping: the basic principles of marine transportation; with particular reference to the foreign trade of the United States. 2d ed. Wash., D. C., Gov. Pr. Off. 5+110 p. 8°
- Noxon, Fk. Wright.** Are we capable of self-government?; national problems and policies affecting business, 1900-1916; with an introd. by Harry A. Wheeler. N. Y., Harper. [c. '17] c. 328 p. O \$1.50 n.
Contribution to business literature which interprets events, economic, political, and social. Describes the ideal toward which we strive and practical result with which we must be satisfied, and compares the period of controlled government with the period of strivings toward self-government.
- Paterson, W. Paterson, D.D.** In the day of the ordeal; sermons. [N. Y., Scribner.]

[n. d.] 7+262 p. O ("The scholar as preacher," third ser.) \$2 n.

War-time sermons by the professor of divinity, University of Edinburgh.

Pennell, Eliz. Robins [Mrs. Jos. Pennell, N. N., pseud.]. The lovers. Phil., Lippincott. 11+170 p. front. S bds. \$1 n.

Mrs. Pennell first saw the lovers from her studio window. They were too much occupied with themselves and their painting to draw the shades of the garret, so she watched them until the failure of the picture market drove them away. After the story she made of them was published, the lover made himself known to Mrs. Pennell. He enlisted with the first and sent back letters to his wife. In time the letters ceased to come. These letters showing the young man's training and experience are published with the story of the lovers.

Pennsylvania Society. Year book of the society: 1917; ed. by Barr Ferree. N. Y. [The society, 249 W. 13th St.] 280 p. (15 p. bibl.) il. pls. pors. facsms. O \$2

Phelps, Guy Fitch. The angel o' Deadman. Cin., Standard Pub. [c. '17] il. pls. col. front. 374 p. D \$1.50 n.

Gene Truxton had come with her father to the rough little mining town in the mountains and soon became known as the "Angel o' Deadman." Under her influence Paul Borden, a forceful but rather unrestrained young man, controls his wildness and turns his fine qualities to the work of uplift which Gene has begun. Paul is successful in overthrowing a plot among the miners and at length gains their co-operation. One part of his reward is the angel's love.

Phillipotts, Eden. The banks of Colne (the nursery). N. Y., Macmillan. c. 343 p. D \$1.50 n.

The three romances of the novel are developed in two Essex villages on the banks of the River Colne, one distinguished for its beautiful gardens and nurseries, the other for its oyster fisheries. Aveline Brown, an artist in widow's weeds, comes as a stranger to the Colne and finds Margery Mahew at the point of taking her life because of a disappointment in love. Margery agrees to keep up her courage and in time her lover returns and claims her. Aveline falls in love with Mistle, another artist. After their marriage chance discloses the fact that Aveline has a husband living. The third romance lies in the fancy of Helene Ambrose, the mayor's wife, for another man. The mayor's tramp brother becomes his avenger. The war moves behind the story and aids in its denouement.

Pintner, Rudolph, and Paterson, Donald Gildersleeve. A scale of performance tests. N. Y., Appleton. c. 9+217 p. (bibls.) il. figs. tabs. O \$2 n.

Furnishes a new scale for the measurement of mentality. Provides tests for foreign deaf children and defectives in speech with whom other scales cannot be used.

Piper, Marg. Rebecca. The house on the hill; il. by Eliz. Withington. Bost., Page Co. c. 325 p. pls. D \$1.50

Story of the summer vacation days of a group of children of Holiday Hill, the four Lamberts and the three Holidays, who are on a visit to their grandparents.

Pittsburgh. Carnegie Institute. Dept. of Fine Arts. Catalogue of an exhibition of early English portraits and landscapes lent by Mr. John H. McFadden, April the twenty-sixth through June the fifteenth, MCMXVII. Pittsburgh [The institute]. c. 24 p. pls. 8°

Platner, Rev. J: Winthrop, and others. The religious history of New England; King's Chapel lectures. Cambridge, Mass., Harvard Univ. c. 5+356 p. O \$2.50 n.

Contents: The Congregationalists, by J. W. Platner; The revolt against the standing order (Unitarians), by W. W. Fenn; The Baptists, by G. E. Horr; The Quakers, by R. M. Jones; The Episcopalians, by George Hodges; The Methodists, by W. E. Huntington; The Universalists, by J. C. Adams; The Swedenborgians, by W. L. Worcester.

Poe, Edg. Allan. The complete poems of Edgar Allan Poe; collected, ed., and arranged with memoir, textual notes and bibliography by J. H. Whitty. [2d ed., enl.] Bost., Houghton Mifflin. c. '11-'17 86+346 p. (6½ p. bibl.) il. pls. pors. O \$2.25 n.

New and definitive text based on the poet's own last revision of his work. Includes some unpublished poems, and a memoir grounded on new information.

Prothero, Rowland Edm. English farming; past and present. 2d ed. N. Y., Longmans. 15+504 p. tabs. O \$2.50 n. formerly \$4 n.

Reeve, Arth. B. The treasure train; adventures of Craig Kennedy, scientific detective, which ultimately take him abroad. N. Y., Harper. [c. '17] 334 p. front. D \$1.35 n.

In which the scientific detective employs his unique methods to bring truth to light, and convict the guilty in the affair of the mystic poisoner, the phantom destroyer, the beauty mark, the rubber dagger, the love meter.

Reu, Johann Michael, D.D. The life of Dr. Martin Luther; sketched for the young people's societies, and the necessary directions for general discussion appended; done in English by Emil H. Rausch. Chic., Wartburg Pub. Ho. 210 p. S 35 c.

[Wartburg lesson helps for Lutheran Sunday schools]. For beginners in the Sunday school and home. Chic., Wartburg Pub. Ho. 212 p. il. sq. D 55 c.

Richardson, C: Fs., and Richardson, Eliz. Miner Thomas. Charles Miner, a Pennsylvania pioneer; reprinted with slight changes from the proceedings of the Wyoming Historical and Geological Society, v. 14. Wilkes-Barre, Pa. [Wyo. Hist. and Geol. Soc.] '16 195 p. il. pls. pors. O \$2.15

Life of Hon. Charles Miner, of Wilkes-Barre, Penn. (1780-1865), author of the "History of Wyoming, Penn'a, 1845," and editor, member of the United States Congress, and statesman. Book is sold for the "Hon. Charles Miner (Historian) Fund" of the society publishing it.

Richmond, Mrs. Grace Louise Smith. The Brown study; il. by Herman Pfeifer. Garden City, N. Y., Doubleday, Page. c. 9+196 p. pls. col. front. D \$1.25 n.

Donald Brown, a forceful young preacher, had given up his life of luxury in St. Timothy's parish to come and live in the "Brown Study" among the people of need. He had left, too, a woman he loved and who begged him to come back to the old life. But Donald kept on ministering to the poor and at last the girl came to him confessing she would have been disappointed if he had answered her call.

Riley, Ja. Whitcomb. The name of Old Glory; poems of patriotism; with an appreciation of the poet by Booth Tarkington; [col.] front. by Howard Chandler Christy. Indianapolis, Bobbs-Merrill. [c. '90-'17] 90 p. D \$1.25 n.

Ritter, Sarah Marg. The vertical-horizontal illusion; an experimental study of meridional disparities in the visual field. Princeton, N. J., Psychological Review Co. ['17] 110 p. il. pls. diagrs. (1 fold.) 8° (Psychological monographs) \$1.25

Robinson, E: Levi. 1816-1916, one hundred years of savings banking; including comprehensive bibliography on thrift, co-operation and good management as it relates to thrift; comp. by Marian R. Glenn and Ina Clement. N. Y., Am. Bankers' Assn., Savings Bank Section [5 Nassau St.]. [c. '17] 89 p. (58 p. bibl.) 12° 50 c.

Russell, G: W: Erskine. Arthur Stanton; a memoir. N. Y., Longmans. 323 p. il. pls. pors. O \$3.50 n.

Biography of Father Stanton for fifty years a curate at St. Alban's, Holborn. His fame as a preacher and his personal influence among all classes made him a marked figure in the church.

Sainte Séductre; an inner view of the Boche at bay; by Exile X. American ed., rev. and ed. by R: Wilmer Rowan. N. Y., Liberty Pub. Assn. [110 W. 40th St.] c. 8+174 p. D \$1.25 n.

Drama which voices the sufferings of Belgium, and centres round a plot to kill the German Crown Prince.

Scholefield, Guy Hardy. New Zealand in evolution, industrial, economic and political; with an (introd. by W. Pember Reeves. N. Y., Scribner. [n. d.] 24+363 p. il. pls. fold. col. map tabs. O (Modern world ser.) \$1.75 n.

Traces the origin and growth of the social and industrial system of the dominion, and the operation of the laws whose enactment gained for New Zealand the title of the economic laboratory of the world.

Seashore, Carl Emil. Vocational guidance in music. [Iowa City, Ia., The university.] [16] 11 p. diags. 8° (Monographs)

Sextus, Carl. Hypnotism; its facts, theories and related phenomena; with explanatory anecdotes, descriptions and reminiscences. 5th rev. ed. Bost., Page Co. c. '93 304 p. il. por. D \$2 n.

Shearme, Canon J: Lively recollections; with 8 illustrations. N. Y., J: Lane. 320 p. pls. pors. D \$1.50 n.

Anecdotes related by Canon Shearme, a native of North Cornwall. Stories of his college days, of his work in the diocese of Bishop Wilberforce, his travels, and meetings with Gladstone and other great men.

Sherwood, Elmer. Buffalo Bill, the boys' friend; il. by Neil O'Keeffe. Chic., Whitman Pub. [c. '17] 4+246 p. col. front. O 60 c. n.

American adventure tale for boys woven about the life of Buffalo Bill.

Shillito, E: The omega; and other poems. [N. Y., Longmans.] '16 62 p. D pap. 65 c. n.

Siller, Mabel Harriet. The history of Alpha Chi Omega Fraternity (1885-1916); by Florence A. Armstrong. Rev. ed. of The history of Alpha Chi Omega Fraternity. [Menasha, Wis., G. Banta Pub.] c. 385 p. il. maps facsms. pors. 8° \$2

Skinnider, Marg. Doing my bit for Ireland. N. Y., Century Co. c. 10+251 p. il. pls. pors. facsms. (part fold.) S \$1 n.

Narrative of the rise and fall of the recent revolution in Ireland. Author is a school-teacher, suffragist, and nationalist. She was wounded while fighting in the uniform of the Irish volunteers.

Sloan, Mrs. Katharine Emily. New Sloan readers: Perception cards; in sets. N. Y.,

Macmillan. primer phonetic cards, 60 c. n.; primer sight word cards, first reader sight word cards, ea. 80 c. n.

Slosson, Edn. Emery. Six major prophets. Bost., Little, Brown. c. 13+310 p. il. pls. pors. D \$1.50 n.

Men considered are Bernard Shaw, H. G. Wells, G. K. Chesterton, F. C. S. Schiller, John Dewey, and Rudolph Eucken. Articles, enlarged since they appeared in *The Independent*, aim to give some idea of the character and scope of each man's work, so the reader can judge which one he wishes "as guide, philosopher and friend."

Snyder, Will P. Billie Boy and I; and other child verse for adult readers. Bost., Sherman, French. c. 90 p. D bds. \$1 n.

Souiny, Baroness. Russia of yesterday and to-morrow; il. with photographs. N. Y., Century Co. c. 382 p. pls. pors. O \$2 n.

Vivid and conversational account of the economic, political and social life of Russia. Author is a Russian noblewoman whose husband was formerly attached to the court.

Spring, Leverett Wilson. A history of Williams College. Bost., Houghton Mifflin. c. 341 p. il. pls. pors. O \$3 n.

Record gives sketch of the founder of Williams College, Col. Ephraim Williams, and tells of the organization of the free school for which he made provision in his will. Describes its development into a college, the events of the different presidencies, and the college as it is to-day.

Stanley, Eleanor. Twenty years at court; from the correspondence of the maid of honour to her late majesty, Queen Victoria, 1842-1862; ed. by Mrs. Steuart Erskine. N. Y., Scribner. [16] 16+404 p. il. pls. pors. double facsm. O \$4.50 n.

Miss Stanley, afterwards Mrs. James Long, was maid of honor to Queen Victoria for twenty years. Her letters record the social events of the day and the intimate life of the court.

Strappini, Rev. Wa. Diver. The inward gospel; familiar discourses originally addressed to some who follow the rules of St. Ignatius. 2d and enl. ed. N. Y., Longmans. 7+149 p. D \$1.25 n.

Straus, Lina Gutherz [Mrs. Nathan Straus], comp. Diseases in milk: the remedy pasteurization; the life work of Nathan Straus. 2d ed. rev. and enl. to commemorate the 25th anniversary of the inception of the work. N. Y., Dutton. c. 383 p. il. pls. pors. tabs. sq. O \$2.50 n.

Sylvester, C: Herb., and others, eds. The new practical reference library. 5 v. Chic., Hanson-Roach-Fowler Co. c. il. pls. (part col., part double) pors. maps (part double) 8° ea. \$4.90

Tagore, Sir Rabindranath. Personality. N. Y., Macmillan. 220 p. front. 12° \$1.35 n.; leath. \$2 n.

Taylor, W: T., and Braymer, Dan. H. American hydroelectric practice. N. Y., McGraw-Hill. 439 p. il. 8° \$5 n.

Teal, W: Moseley. Back yard and city lot gardening; a practical book, by a practical man. Palacios, Tex. [The author] c. 66 p. il. 12° 25 c.

Tilden, Freeman. Second wind; the plain truth about going back to the land. N. Y., Huebsch. c. 169 p. D \$1 n.

Tells how a middle-aged man with no capital and no knowledge of farming took up a run-down farm and succeeded. Presents specific information about planning, planting, and other farm work.

Timmons, G: D. A manual of qualitative chemical analysis. Chic., M. A. Donohue & Co. c. 253 p. diagr. 12° \$1.25

Troward, T: The law and the word. N. Y., McBride. c. 11+208 p. D \$1.50 n.

Attempt to formulate a final statement of author's beliefs, after long investigation and study in the field of mental science. Author was formerly first vice-president of the International New Thought Alliance.

Ullom, Lewis Oliver. Practical treatise on framing and the steel square. Pittsburgh [The author]. c. 48 p. diagrs. 8° \$2

U. S. President, 1913—[Wilson]. Address of the President of the United States; delivered at a joint session of the two houses of Congress, April 2, 1917. Garden City, N. Y., Doubleday, Page. 30 p. D bds. 50 c. n.

— **War Dept. Office of the Surgeon General. Army Medical Museum and Library.** Bibliography of titles on nutrition, contained in the supplementary card catalogue of the library, 1906-1917; comp. by the Medical Dept. of the American Research Institute. Wash., D. C., Am. Research Inst., B. 623. 16 mimeographed l. Q pap. \$1

Waddington, S: Some views respecting a future life. N. Y., J. Lane. 8+144 p. D \$1.25 n.

Sets forth the views of ancient and modern writers on the future life.

Waldstein, Sir C: Aristodemocracy, from the great war back to Moses, Christ, and Plato; an essay. N. Y., Longmans. 434 p. O \$3.50 n.

Traces origin of the war back to the Bismarckian policy. Contains a picture of the old Germany as contrasted with the new and a constructive plan for the avoidance of war among civilized nations in the future.

Walker, Abbie Phillips. The sandman's hour; stories for bedtime; il. by Rhoda C. Chase. N. Y., Harper. [c. '17] 121 p. S 50 c. n.

War flying; by a pilot; the letters of "Theta" to his home people written in training and in war. Bost., Houghton Mifflin. 117 p. il. S \$1 n.

Record of an English pilot's work in the Royal Flying Corps. Shows how the public school boy became an officer.

Watson, W: The man who saw; and other poems arising out of the war. N. Y., Harper. [c. '17] 7+90 p. D bds. \$1 n.

Weeks, Lyman Horace. A history of paper-manufacturing in the United States, 1690-1916. N. Y., Lockwood Trade Journal Co. [10 E. 39th St.] '16 c. 15+352 p. il. pors. O \$3 n.

Concise record of the industry, on the historical side only. Tells of the first mills in Pennsylvania in 1690, raw material and equipment during Colonial and Revolutionary days, the development in different sections of the country in the 19th century, and present expansion, machinery and raw materials.

Wentz, Abdel Ross. The beginnings of the German element in York County, Pennsylvania. Lancaster, Pa. [New Era Pr.] '16 217 p. (10 p. bibl.) il. 8° \$1

Weyforth, W: O. The organizability of labor. Balt., Johns Hopkins Press. c. 277 p. 8° \$1.75; pap. \$1.50

Whitley, W: T: Thomas Gainsborough. N. Y., Scribner. '15. 18+417 p. il. pls. pors. O \$5 n.

"Present volume is in main the fruit of long research in fields untouched by Fulcher. My efforts have not been directed towards criticism, . . . and from various sources I have gathered a large amount of fresh information about Gainsborough."—*Author's preface.*

Whitmer, T: Carl. The way of my mind; indicating the Whitmer methods for the development of individuality in piano, musical composition and appreciation. Pittsburgh, Pierpont, Siviter & Co. [119 Shady Ave.] c. 123 p. 12° \$1.50

Whitney, Orson Ferguson. Popular history of Utah. Salt Lake City, Deseret News. '16 588 p. il. map 8° \$2; \$2.50

Whitton, Maj. F. E. The Marne Campaign. Bost., Houghton Mifflin. 15+311 p. fold. maps (part col.) O (Campaigns and their lessons) \$4 n.

Analysis of the operations of the Allied armies in the Marne campaign.

Windle, Sir Bertram Coghill Alan. The church and science. St. Louis, Herder. 16+415 p. 8° \$3 n.

Wood, Fk. Montgomery. Food and health in a nut shell; a personal health-instructor—a home food expert—a parent's and children's friend—as full of truth and facts as a nut is of meat—for your help and instruction. Chic., Immunity Press. c. 128 p. 8° \$1

Wood, Harold Bacon. Sanitation practically applied. N. Y., Wiley. 6+473 p. il. 8° \$3 n.

Wood, R. C. The soldier's first aid; a simple treatise on how to treat a sick or wounded comrade. N. Y., Macmillan. 93 p. il. 16° 50 c. n.

Woodrow, Herb. Hollingsworth, and Lowell, Frances. Children's association frequency tables. Princeton, N. J., Psychological Review Co. ['16] 110 p. tabs. 8° (Psychological monographs) pap. \$1.25

Workman, Fanny Bullock, and Workman, W: Hunter, M.D. Two summers in the ice-wilds of Eastern Karakoram; the exploration of nineteen hundred square miles of mountain and glacier; with [fold. col.] maps and 142 il. by the authors. N. Y., Dutton. [n. d.] 296 p. pls. (part fold.) O \$8 n.

Part 1 by second author records expedition to the eastern Karakoram in 1911, and gives an account of the physiological features of the glaciers visited and their basins. Part 2 tells the story of their exploration of the great Sinchen and Kaberi glaciers in 1911 and the 1912 expedition. Illustrated with unusual photographs. Index.

Young Men's Christian Assns. International Committee. Balancing country life; ed. by Country Work Department. N. Y., Assn. Press. c. 13+136 p. chart. D \$1

The home of the countryside; ed. by Country Work Department. N. Y., Assn. Press. c. 10+149 p. chart D \$1

Books discuss the various agencies of the Y. M. C. A. that co-operate with the rural home.

Zangwill, Israel. The war for the world. Rev. ed. N. Y., Macmillan. 9+455 p. 12° \$1.75 n.

The Publishers' Weekly

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accurate proofreading and tasteful typographic treatment.

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BERWICK & SMITH Co., Presswork.
E. FLEMING & Co., Binding.

The Plimpton Press, Norwood, Mass. New York Office, 70 Fifth Ave. All kinds of Book Printing. Binding in Cloth and Fine Leather. "Perfect Bookmaking in its Entirety."

Stanhope Press, F. H. Gilson Company, 54-60 Stanhope St., Boston. Bookmaking from manuscript to bound book, Mathematical, Scientific, School, Music, and general literature.

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C. H. Denison's Index, also flat indexing and gold Lettering. D. T. S. Denison, 40 E. 22nd St., N. Y.

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Robert Rutter & Son, Inc., 410-416 E. 32d Street, New York. Cloth and leather edition work.

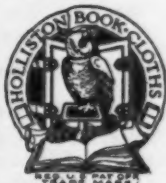
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B. W. Huebsch, 255 Fifth Ave., New York. Annual and Perpetual Year Books. A popular diary.

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Directory of Booksellers (3,200) in U. S. and Canada. Directory of Book Publishers in the U. S.; a list of 2,100 Private Collectors of Books, all three up to date and in one vol., \$5.00. PUBLISHERS' WEEKLY, 241 W. 37th St., New York.

MEDICAL BOOKS

Medical Books and Periodicals, American and Foreign, New and Old. Paul B. Hoeber, 67-69 East 59th Street, New York.

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William Helburn, Inc., 418 Madison Ave., N. Y. Importers and Publishers of Architectural and Art Industrial Books.

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Lemcke & Buechner, 32 West 27th St., New York. All foreign books and periodicals.

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G. E. Stechert & Co. (Alfred Hafner), 151-155 West 25th St., New York. Books and Periodicals.

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Back vols. and nos. of magazines supplied. Philadelphia Magazine Depot, 326 N. 10th St., Philadelphia, Pa.

We buy and sell periodicals—numbers, volumes and sets. H. W. Wilson Co., White Plains, N. Y.

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Atlantis, Donnoley.

Allen Book & Printing Co., 454 Fulton St., Troy,
N. Y.

Corelli, Temporal Power.
Mumford, Rugs, ed. 1902.
Phillpotts, Sons of the Morning.

American Photographic Publishing Co., 221 Columbus
Av., Boston, Mass.

Photographic Times, vol. 19.

Henry Carey Baird & Co., 810 Walnut St., Phila-
delphia, Pa.

Mica and Mica Industry, G. W. Colles.
Brant's Distillation, 1904.
Diary of a Pilgrimage, Jerome K. Jerome.

William Ballantyne & Sons, 1409 F St., N. W.,
Washington, D. C.

Bernhardi, Britain as Germany's Vassal.

Baptist Book Concern, 650 S. 4th St., Louisville, Ky.
Encyclopedia Britannica, 11th ed., buckram binding,
original ed.

Frank Bender, 84 4th Av., New York.

Slater, Engravings and Their Values, 1912 ed.
Kedge Anchor.

The Print Collectors' Quarterly, vol. 1, nos. 1, 2, 4;
vol. 2, nos. 1, 2, 4.

Capt. Cook's Travels in South Sea Islands.
Livingston, R. A., Greek Genius.

The Complete Angler, Riverside Press ed., designed
by Bruce Rogers.

The Bibliopole, 47 E. 7th St., New York.

Quicherat, Le Proces de Jeanne d'Arc, 1844-9.

Justinian's Digest, ed. Mommsen, 1870, large ed.

Justinian, other large, clear type eds.

Abelard and Eloise, Letters, in Latin, 1800, large
type.

Kant, Opera ad Philosophiam criticam Latine vertit
F. G. Born, 4 vols., Lipsae, 1706-8.

Lenel, Palingenesia (Roman Law of Justinian's Corpus
Juris), pub. in Germany about 1890.

Fratri Johannis de serr a valle, translatio et comentum
totius libri Dantis Aldigherii cum texto italics,
Fratri Bartholomaei a Colle, Prato, Italy, 1891.

C. d'Aquino, Dante, Comedia, 3 vols., Napoli, 1728.

Dalla Piazzzi, Divina Comedia, Lipside, Barth, 1848.

T. I. Biddle, Ann Arbor, Mich.

Vallery, Radot La Vie de Pasteur, French.

Phillips, Nose, Throat and Ear.

Williams, Obstetrics.

Davis, Applied Anatomy.

Quains, Topographical Anatomy.

The Boston Book Co., 83 Francis St., Boston.

Danville Quar. Rev., 1861, or any nos.

Mag. Western Hist., July-Oct., 1891, \$1.00.

National Mag., Sept.-Oct., 1894, \$1.00.

Poet Lore, vol. 9, no. 3; vol. 16, no. 2. \$1.00.

Reformed Quar. Rev., Oct., 1896; 75 c.

Charles L. Bowman & Co., 225 Fifth Av., New York.

Toast and Tributes, Gray.

Ghosts, Bangs.

Anthology of American Verse for 1913, Braithwaite.

Dumas, Works, 12 vols., Crowell ed.; state condi-
tion and binding.

Brentano's, Fifth Av. and 27th St., New York.

Hermaphro, Deity.

Ruff's Guide, 1915.

Wireless Telegraphy, Eccles.

Her Husband's Friend, Ross.

Memoirs of Stonewall Jackson, by his Wife.

Lady Dufferin's Own Vice Regal Life in India.

Bronson, In Closed Territory.

Poems of a Child, Julia Cooley.

Life of Pope Sixtus IV, Baron Hubner, ed. Hon.

Herbert Jerningham.

Letter Writing: Its Ethics and Etiquette, A. W.
Eaton.

Brentano's—Continued

Handbook of Kinematography.

McClellan's Life of Gen. J. E. B. Stuart.

Walkely, Drama and Life.

Memoirs of Virginia Clerks.

Hard Labor and Other Poems, John Carter.

Panchadasi, by Dhole.

Montgomery's History of Berks Co., Pa.

Friends of Voltaire, Tallentyne.

Letters of Life, Lydia Sigourney.

Didascalia Apostolorum, trans. Margaret Gibson,
Putnam.

Masefield, Sonnets, limited ed., Macmillan.

Anglo-American Pottery, Barber.

Forty Years in a Moorland Parish, J. C. Atkinson.

Kaspar Hauser, Duchess of Cleveland.

Report of Mayor's Market Commission on New York

City, Dec., 1913.

Autobiography of Life of Geo. Tyrrell, Petre.

Metallurgy of Iron and Steel, A. M. Howe.

Leopardi, Essays, Dialogues and Thoughts.

Handbook of Light Artillery, A. D. Dyer.

Shall We Forgive Her, Martin Harvey.

Beal's Law of Financial Success.

Behind the Scenes in Peking, M. Hooker.

Arbot's United States Consul Manual, 1863.

The Brick Row Print and Book Shop, Inc., 104 High
St., New Haven, Ct.

Chansons de Berangere.

Bridgman's Book Shop, 108 Main St., Northampton,
Mass.

Robert Owen, New View of Society, 1816.

Edmund D. Brooks, 83 10th St., South, Minneapolis,
Minn.

Burton's Arabian Nights, 17 vols., cloth.

Gentle Art of Making Enemies, Whistler, 1st ed.

Bryant & Douglas Book & Sta. Co., Kansas City, Mo.

Haggard, Lady of the Heavens.

Mary Tighe, Poems.

The Burrows Brothers Company, 633 Euclid Av.,
Cleveland, O.

Corporal Si Clegg.

Language of the Hand, Cheiro, \$2.50 ed.

Styles in Ornament, Speltz.

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THE PUBLISHERS' WEEKLY.

John W. Cadby, 50 Grand St., Albany, N. Y.

Hammond's Political Hist. of N. Y., vol. 1.

Martin's History of North Carolina, vol. 1.

Virginia Historical Colls., Howe; imperfect copy will
do.

The Portfolio, Philadelphia, 1826-27.

Literary Collector, May, 1905.

St. Nicholas, 1881, pt. 1; 1883, pt. 2; 1898, pt. 1;

1900, all; 1901, pt. 1; orig. cloth; also July, Aug.,

1883; Aug., 1893; July, 1899; May, July, Dec.,
1900.

Cannell, Smith, Chaffin Co., 720 W. 7th St.,
Los Angeles, Cal.

Bret Harte, set of Autograph ed., in boards.

A Perfect Tribute, Mary Shipman Andrews, 1st ed.

George Sand, Barrie ed. on Japan paper, any part of
a set containing vol. 9.

George Sand, Works, Barrie ed., on Japan paper, set.

Carr's Book Shop, Newport, R. I.

The Pride of Race.

Anderson, Romance of a Friar and a Nun.

Anderson, Romance of Leonardo da Vinci.

C. N. Caspar Co., 454 E. Water St., Milwaukee, Wis.

Montagu, Countess Muta.

Washburn, Two in the Wilderness.

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Central Book Co., 93 Nassau St., New York.
 French Works by Merlin, Marcade, Duranton, and Dalloz.
 Session Laws of Louisiana and Mississippi.
W. R. Chambers, McGavock Block, Nashville, Tenn.
 Sir John Dalrymple's Memoirs.
 Burton's Arabian Nights.
 Library of Original Sources.
 Mespéro's Histories.
 Boydell's Shakespeare Illustrations, English ed., 1803.
George M. Chandler, 75 E. Van Buren St., Chicago.
 Lucretius, On Life and Death, trans. Mallock, Lane.
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 Real Estate Record and Builders' Guide, vols. 1 to 24, 79, 80.
 Radio Engineer Institute Proc., vol. 1, nos. 1 and 2.
 Quebec, Literary and Hist. Soc. pubs., 1st, 2d, 4th and 5th series, complete.
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 Moody's Magazine, N. Y., vol. 15, no. 7 to end; vol. 16, no. 7 to end; vol. 17, nos. 6, 11 and 13 to end.
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The John Clark Co., 1486 W. 25th St., Cleveland, O.
 Bibliophile Library of Literature, Art and Rare Mss.
 Winsor, Bibliography of the History of the Rebellion.
Colonial Society, Box 343, Richmond, Va. [Cash.]
 Bella Boyd, the Confederate Spy.
 Confederate Statutes at Large.
 Fithian's Journal, 2 copies.
 Herring's Statutes at Large of Virginia.
 Roberts, Morley, Promotion of Admiral.
 Robertson, Morgan, 2 sets.
Connor's Book Store, East Boston, Mass.
 Peakes, Layng, Building Modern Ships.
 Phillips, Golden Fleece.
 Mead's Pistis Sophia.
 Anne Besant's Works, cheap ed.
 A. P. Simnett's Works, cheap ed.
The Corner Book Stores, Ithaca, N. Y.
 Towards Democracy, Edw. Carpenter.
Dawson's Book Shop, 518 S. Hill St., Los Angeles, Cal.
 Poet Lore, vols. 1-5, inclusive.
 Adams, Imperialism and Tracks of Our Forefathers.
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The Denver Book Exchange, 1631 Welton St., Denver, Colo.

I. C. S. Coal Mining, latest set.

The Denver Dry Goods Co., Denver, Colo.

Red Cross in War, F. M. Bellington.

Way of the Red Cross, Vivian and Williams.

DeWitt & Snelling, 1609 Telegraph Av., Oakland, Cal.

Larken, Radiant Energy.

Van Eeden, Bride of Dream.

The Crowds.

Dixie Book Shop, 41 Liberty St., New York.

Copper Hand Book, Weed, 1916.

Hunt's Merchant Magazine, set.

Religion and Science, LeComte.

Bond Value Tables, any.

L. S. Donaldson Co., Minneapolis, Minn.

Harvard Classics.

Encyclopedia Britannica, 11th ed.

Stoddard Lectures.

Life of Washington, Marshall.

E. P. Dutton & Co., 681 Fifth Av., New York.

Burrows, Discoverers of Crete, Doran.

Douglas, The House of the Green Shutters.

Guns, Ammunition and Tackle, American Sportsman's Library, ed. by Caspar Whitney, Macmillan Co.

Hill, Highways of Progress.

Hope, Songs from Garden of Kama.

Hudson, Green Mansions, 1st ed.

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Taylor's Syntagma.

Emery, Bird, Thayer Dry Goods Co., 25 Madison Av., New York.

Southern War Poems, John R. Thompson.

Geo. Engelke, 855 N. Clark St., Chicago. [Cash.]

Conquest of Poverty, Helen Wilman.

Adolescence, Hall, 2 vols.

W. Y. Foote Co., University Block, Syracuse, N. Y.

Great Texts of the Bible, set or single vols., Scribner.

Foster Brown Co., Ltd., 472 St. Catherine St., W., Montreal, Can.

Oliver, Thomas, Dangerous Trades, Lippincott.

Fowler Bros., 747 S. Broadway, Los Angeles, Cal.

My Quest of the Arabian Horse, Homer Davenport.

The Great Work.

The Great Psychological Crime.

Harmonics of Evolution.

Franklin Bookshop, 920 Walnut St., Philadelphia, Pa.

Selous, Hunter's Wanderings in Africa.

Sir J. Simon's Public Health Reports.

Zimmerman, Botanical Microtechnique.

Free Public Library, New Haven, Ct.

Graetz, History of the Jews, vol. 1.

Gammel's Book Store, Austin, Tex.

J. W. McGarvey's Evidence of Christianity.

Opinion of the Attorney-Generals of the United States.

C. Gerhardt, 25 W. 42d St., New York.

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 Oscar Wilde, set, cheap.
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 Manual of Mythology in Relation to Greek, Collegnon.
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- Hochschild, Kohn & Co., Howard and Lexington Sts., Baltimore, Md.**
 Twilight of the Gods, R. Garnett, pub. John Lane Co.
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- J. P. Horn & Co., 1001 Chestnut St., Philadelphia.**
 Autobiography of Franklin, limited ed., H. M. Co.
 History of the Clan Campbell.
 Novellino of Masuccio, 2 vols., green buckram, ed. de luxe, to complete set of Aldus Classics.
- John Howell, 107 Grant Av., San Francisco, Cal.**
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 Victor, Eleven Years in Rocky Mountains.

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- Iron Master, Ohnet.

Anton I. Jansky, 19 E. Adams St., Chicago, Ill.

- Taft, American Sculpture.

E. W. Johnson, 10 W. 28th St., New York.

- Sad Fate Madame La Tour.
 Van Dyke, Henry, Poems.
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Johnson's Bookstore, 391 Main St., Springfield, Mass.

- Midsummer Night's Dream, Shakespeare, Rolfe ed., green leather, Doubleday, Page.

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- The Silver Poppy, Arthur Stringer, Appleton.

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Emmons' History of the U. S. Navy.
Church's Indian Wars, Dexter.
Hazen's Five Years Before the Mast.

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Huntington, History of Stamford, Conn.
Dean, Tales from Land of Acadia.
Perry, The Cushite: Descendants of Ham.
Care and Culture of Men, O. S. Jordan.

The Korner & Wood Co., 737 Euclid Av., Cleveland, O.
Crawford, Cecelia.
Crawford, Mr. Isaacs.

Richard Laukhuff, 40 Taylor Arcade, Cleveland, O.
Poems, Nora May French, San Francisco.

Charles E. Lauriat Co., 385 Washington St., Boston, Mass.
The Leading Lady, W. M. Hannon.
Richard Jefferies, by Salt.
Richard Jefferies, by Sir Walter Besant.
Hague Peace Conference, Higgins.
Cotton, Burkett, Doubleday, Page.
Lecky's Ireland, 5 vols., Appleton.
Defense of Philosophic Doubt, Balfour, Macmillan.
Rollo at Work, T. Y. Crowell & Co.

Lemcke & Buechner, 30-32 W. 27th St., New York.
Garces-Coues, On the Trail of a Spanish Pioneer, 2 vols., 1900.

N. Liebschutz, 226 W. Jefferson St., Louisville, Ky.
Encyclopedia Britannica, 9th ed., sheep.
Stoddard ed., vols. 23, 24.
Fifty copies each:
Woolley's Handbook Compositions.
Hawkes, Luby and Touton, First Course Algebra.
Pearson, Essentials of Latin.
Bacon's New German Grammar.
Twenty-five copies each:
Halleck's New History English Literature.
Halleck and Barbour, Reading in English.
Brooks, English Composition, Book I, enlarged.

Little, Brown & Co., 34 Beacon St., Boston, Mass.
Forster's Life of Chas. Dickens, Eng. ed.
Putnam's Handbook of Universal History.
Haydn's Dictionary of Dates, latest ed.
Hare's North Eastern France.
Archie's Shadow, Palmer.
John Jack, Palmer.

Frederick Loeser & Co., Brooklyn, N. Y.
False Star, Gash, formerly pub. Shepard Book Co., Utah.

B. Login & Son, 152 E. 23d St., New York.
Forscheimer, Therapeusis of Internal Diseases.
Osler, System of Medicine.
Keen's Surgery.
Dealers, Send List of Medical Books and Periodicals.

Longmans, Green & Co., Fourth Av. and 30th St., New York.
Oppenheim's International Law, vol. 2, 1st ed.; good second-hand copy will do.

A. D. Lorenz, 516 Main St., Peoria, Ill.
Century Dictionary, latest ed.

W. H. Lowdermilk & Co., 1424 F St., Washington, D. C.
Claiborne, History of Mississippi.
Swift, Marriage and Race Death.
Swift, Breeding Mankind.
Kimball Genealogy.
Foster and Gaskell, Cerebro-Spinal Fever.
Hamel, Lady Hester Stanhope.
Miles, Short Talks on Color.
Arabian Nights, illus. Dulac.
Carolino, New Guide to Conversation, Portuguese and English, original ed.
Wallace, Wonderful Century.

Lowman & Hanford Co., Seattle, Wash.
G. L. Irwin, Diary of a Show Girl, 2 copies.
Fritz Cirkel, Asbestos.

John Jos. McVey, 1229 Arch St., Philadelphia, Pa.
Zangwill, Merely Mary Ann, Macmillan.
Hare's Story of My Life, vols. 3, 4, Dodd, Mead, black cloth.
Granger's Index to Poetry and Recitations, 2d revised ed., McClurg.

R. H. Macy & Co., Herald Sq., New York.
Sun and Saddle, Chas. B. Clark, Jr., leather binding.
Woman at Bay.

Madison Book Store, 61 E. 59th St., New York.
Dean's Rip San Fissil.
Great Psychological Crime, 3 vols.
Gray's Anatomy, any ed.

J. E. Mann, 411 N. Ingalls St., Ann Arbor, Mich.
Encyclopedia Britannica, 11th ed.
Dictionary of Christ and the Gospels, 2 vols.

The Masses Book Shop, 34 Union Sq., New York.
Book of Knowledge, second-hand.

The Medical Standard Book Company, 307 N. Charles St., Baltimore, Md.

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Isaac Mendoza Book Co., 17 Ann St., New York.
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Miles, Conspiracy to Destroy the Union.
Miles, Book of Anecdotes and Jokers' Knapsack, Philadelphia, n. d.

W. W. Nisbet, 12 S. Broadway, St. Louis, Mo.
Mother Shipton's Prophecies.
Col. Hanson, In Old Kent.
Rhyming Dictionary, any.
Dem Good Old Days, Mrs. Darley.
A Belle of the Fifties.

Ernest Dressel North, 4 E. 39th St., New York.
Burns, Poems, N. Y., 1788.
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Walworth, Genealogy of the Hyde Family.

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